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The



CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2.

Registered as a Newspaper

No. 2778.
VOL. CXVIII.

MAY 6, 1933

Annual Subscription (with
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TO WHOM IT MAY CONCERNIN THE HIGH COURT OF JUSTICECHANCERY DIVISION1933 M.No. 1118MR. JUSTICE BENNETT

B E T W E E N

MACLEANS LIMITED

Plaintiffs

-and-

KENNETH ERNEST REED (sued
as Kenneth E. Reed)Defendant

BY AN ORDER made in the above Action on the 4th day of April 1933 upon MOTION for INJUNCTION by MACLEANS LIMITED against KENNETH ERNEST REED IT WAS ORDERED by consent THAT the Defendant his servants and agents be restrained from passing off alkaline powder not of the Plaintiffs' manufacture or merchandise as or for the Plaintiffs' powder and in particular from advertising selling or offering for sale or supplying under the description "Genuine Dr. Alex C. Maclean's Brand Stomach Powder" or "Maclean Brand Stomach Powder" or any other description so closely resembling the said descriptions or either of them as to be calculated to deceive, any powder not being the Plaintiffs' powder without clearly distinguishing the same from the powder of the Plaintiffs AND IT WAS ORDERED that the Defendant do pay to the Plaintiffs their costs of this Action.

WARNING Similar action will be taken against any other person or persons endeavouring to pass off or passing off alkaline powder not of our manufacture as "Maclean Brand Stomach Powder" or any other description so closely resembling the said description as to be calculated to deceive the public.

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But these are not times of prosperity. These are times of wage cuts, of purses so restricted that the cost of baby food has got to be questioned, no matter how anxious parents are to give their baby the very best, no matter how much they skimp and scrape to do so.

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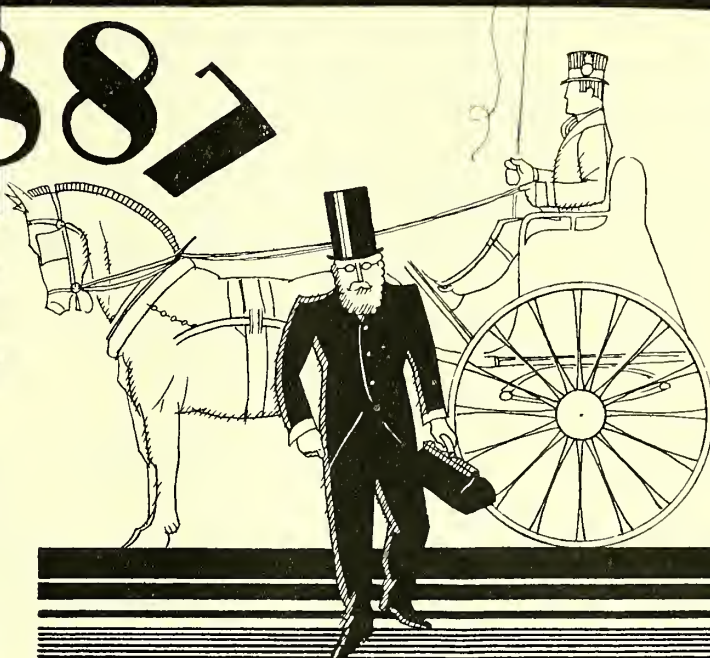
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ORIGINAL



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The first to incorporate the advantages of Cellulose Wadding in the composition of Sanitary Towels.

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TYMO is pure Sulphite Paper, very soft and strong.

12 oz. rolls—650 sheets.

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The roll is wrapped in cellophane.

In spite of its exceptional qualities TYMO sells at attractive prices.

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Smalls **4/2** PER DOZ.

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Please send me a free sample of your
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LONDON

DUBLIN

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NEW BRITISH PRODUCT



4 oz. SIZE, PRICE 9d.

8 oz. SIZE, PRICE 1/6

BARREL TYPE
SPRAYER
PRICE 1/9



Window Display Terms
on a £2 Parcel give

33 1/3
PROFIT

LIQUID KEATING'S

A NEW **BRITISH** PRODUCT

THE PRODUCT

Liquid Keating's is the result of a three years search in our Laboratories for a Liquid Insecticide WHICH DOES KILL. We recommend it for the destruction of Flies, Wasps, Gnats and Mosquitoes. It can also be used to kill Bugs, Fleas, Moths and Beetles, although for these Pests it is more economical to use Keating's Powder.

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8 oz. "	-	" 1/6	Barrel Type Sprayer (to be filled	
20 oz. "	-	" 3/-	from 8 oz. or 20 oz. Tins)	- " 1/9

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Is sold direct to the Trade on Window Display Terms, i.e., under an agreement whereby the Retailer agrees to pay Cash 30 days, and to Display the Goods on Window or Counter for a period of not less than 14 Days. Minimum direct Order £2 nett worth of goods.

Discount $33\frac{1}{3}\%$ off Face Value.

Carriage Paid. Free Packing. 30 days Credit.

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			£	s.	d.
1 doz.	4 oz. Tins Liquid Keating's	-	0	9	0
1 "	8 oz. " " "	-	0	18	0
$\frac{1}{2}$ "	20 oz. " " "	-	0	18	0
1 "	Attachment Sprayers	-	0	12	0
$\frac{1}{2}$ "	Barrel Type Sprayers	-	0	10	6
			£3	7	6
Less Discount $33\frac{1}{3}\%$			£1	2	6
NETT COST			£2	5	0

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"MAGASPRIN" BRAND

A combination of Magnesia and Aspirin which overcomes any tendency of Aspirin to upset the digestive balance

Cartoned tubes of 20 tablets packed one dozen in modern counter display box

Per dozen	-	-	-	4/-
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of

STANNI-OXID
AND METALLIC TIN

Prevents recurring boils
and re-infection from
"blind" eruptions



Saves minor operations

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SAUNDERS
& CO., LTD.
LIVERPOOL
& DUBLIN



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SCURF & DANDRUFF LOTION

2/6

The Guaranteed Specific for SCURF

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PER 18/- DOZEN

Note the Improved
Screw Cap!

With every order for 3 dozen you get three
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Eau de Cologne
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SUPPLIED.

TO PRODUCE
ONE
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QUALITY
15/- Pint

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LILY OF THE
VALLEY.
MIMOSA.
OPOPONAX.
SWEET PEA.
VIOLET
and others.

“SUPER CONCENTRATE” 1 OZ.

METHYLATED SPIRIT - - 19 OZS.

MIX, AND PERFUME IS THEN READY FOR USE.

By this process, fragrant refreshing Perfumes are possible
at a very low cost.

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Obtainable in a variety of colours and designs—Vague Vanities have an extensive range for choice; and in each case special care and attention has been given to quality and finish. . . . British Made throughout—in Nickel, Gilt, Silver, Enamelled, Engine-Turned and Lacquered.

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53 Hatton Garden,
London, E.C.1

JACKEL'S

OILAFIX

Here is a new composition—quite apart from Jackel's Original Hair Cream, and not a competitor—specially prepared to meet an actual demand for an oily preparation. Already Oilafix has made a hit and we recommend you to stock it, together with the Original Jackel's Hair Cream.

OILAFIX Trade Terms:
12/- per doz., retailing at 1/6 per bott.
20/- per doz., retailing at 2/6 per bott.

JACKEL'S HAIR CREAM
11/6 per doz., retailing at 1/6 per bott.
18/- per doz., retailing at 2/6 per bott.

JACKEL'S HAIR CREAM
Made in Glasgow.



GLYMIEL FACE CREAM

— VANISHING —



The new Companion to Glymiel Jelly and just as good. A perfect Vanishing Cream, perfumed Lilac Blossom and delightfully true to the flower.

We are commencing very shortly advertising in the women's weeklies, monthly magazines and national dailies, including the Daily Mail, and feel sure that this line will soon be selling as well as Glymiel Jelly.

The Cream is packed in enamel tubes in cartons, twelve in an attractive counter display box from which it can easily be supplied.

Retail 6d.

Trade 4/6 doz.

SPECIAL INTRODUCTORY PARCEL

This offer
is only
available
up to
June 30th

3 doz. GLYMIEL FACE CREAM 6d. Tubes
3 doz. „ JELLY 6d. Tubes

24/-

For 14 Days' WINDOW DISPLAY

OSBORNE, BAUER & CHEESEMAN Ltd.
258 EUSTON ROAD, LONDON, N.W.1

Mermaid Regd.

FACE CLOTHS

(CELLOPHANE WRAPPED)

A NEW 6d. LINE

In a charming new pack holding one dozen.

MERMAID face cloths are well-known for their high quality and good value. This new line (in hygienic packing) to retail at 6d. is selling well. Made of a specially woven white cloth, with coloured shell stitched edges. Size 12 in. x 12 in.

PRICE **4/-** PER DOZEN

FROM LEADING WHOLESALE HOUSES EVERYWHERE



Manufactured by SPENCER BROS. (C. J. SPENCER LTD.) 39 & 40 SHOE LANE, LONDON, E.C. 4

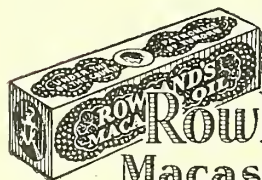
BEAUTIFIES
AND
REFRESHES!

A GOOD DEAL

When you recommend Rowland's Macassar Oil as a hair tonic and dressing you are well on the way to a steady profitable trade, for it is a line which ensures regular purchasers.

For 140 years it has been giving complete satisfaction in every part of the world, and as it is not a cheap line, it brings you a good-class trade. Widely known and heavily advertised, Rowland's Macassar Oil is easy to sell.

In two forms—red for dark hair, golden for fair or grey hair.



**Rowland's
Macassar Oil**

A. ROWLANDS
& SONS, LTD.
22 Laystall St.,
Rosebery Ave.,
LONDON,
E.C. 1

OVER FIVE THOUSAND DENTISTS

are now using, and recommending their patients to use

ORALITE DENTURE SOAP

The most effective cleanser and steriliser known for NATURAL TEETH, ARTIFICIAL TEETH — and the GUMS —

We are shortly commencing a National Advertising Campaign, so be prepared and write for particulars of our attractive first order terms.

THE ORALITE CO., LTD., THORNTON, Blackpool, Lancs.

use PREEMO PERFUME ESSENCES

In the MANUFACTURE of your TOILET PREPARATIONS.

You can always rely on the quality and uniform strength of the

PREEMO ESSENCES.

They will mix freely with spirit, water, fat and oil.

Send for Free Samples and Price List.

THE PREEMO CO.
63 High Holborn, London, W.C. 1



All for  *Beauty*



BEAUTY PREPARATIONS THAT PAY

The beauty preparations that it pays you to carry are the ones that it pays HER to buy. The face cream, the powder, the lotion that is bought on a whim alone, seldom re-sells.

And today your average woman customer cannot afford to experiment. She wants only those products whose worth has been made known to her through successful usage and sincere national advertising.

That is why, quite simply, it will pay you to promote the famous HARRIET HUBBARD AYER beauty aids.

Your woman customer knows that their quality is the best. That their claim is sincere. That they repay her generously for their moderate cost. She knows she is getting her money's worth and that is what she is seeking.

HARRIET HUBBARD AYER

LIMITED

BEAUTY PREPARATIONS

130 Regent Street, London, W.1

New York

Paris

Montreal

SUPER -



FLEXIBLE

**RETAIL
PRICE
6^d.
EACH**



**NAIL
POLISHERS & EMERY BOARDS**

**TRADE
PRICE
4/-
DOZEN**

ALL PACKED IN DISPLAY OUTERS OF 1 DOZEN.

TRIBO FLEXIBLE NAIL POLISHERS. Spring Mounted Flexible Holder and Taped Chamois Leather, complete in carton.
REFILLS FOR ABOVE, two in a carton.

TRIBO FLEXIBLE EMERY BOARDS. Spring Mounted Flexible Holder with Coarse and Fine Flexible Emery Boards, each in carton.
REFILLS FOR ABOVE, Coarse and Fine, four in a carton.

SOLE CONCESSIONAIRES:

Also
"Tribo" Professional
Nail Polishers.


SOLPORT
BROTHERS LIMITED

Retail 4/6 each
Per dozen 36/-

184-192 GOSWELL ROAD, LONDON, E.C.1

Supplies obtainable from all Wholesalers.

**Customer
Confidence
must never
be shaken!**



Hair dyes do sell, but in this matter you cannot afford to take risks. Sell Nuctone. It has the favour of the trade, and chemically it is acknowledged to be "as safe as a shampoo." When a customer wishes a hair tint—suggest Nuctone, and be sure that your customer's confidence is preserved.

Sold in bottles at 3/9 and 6/6

Nuctone
SAFE FOR GREY HAIR

MANUFACTURED BY STEWART, GOODALL & DUNLOP, LTD.



**BOTH-WAYS
TOOTH BRUSH**

**ATTRACTIVE — EFFECTIVE —
DURABLE**

**HARD BRISTLE IN BEST BONE HANDLES
KEEPS ITS STIFFNESS**

Gent's 11/-
(In single cartons 1/- per dozen extra)

Lady's 8/-
(In single cartons 1/- per dozen extra)

Bone Eyebrow Brushes 24/- per gross
Erinoid Eyelash and Eyebrow Sets
6/6 per dozen sets

□ □ □



TRADE MARK

**BIDWELLS,
AXMINSTER**

BIDWELL BIDWELL & CO LIMITED.

AMAMI



**A NEW
HENNA RINSE
OR HENNA TINT
COMPLETE WITH
SHAMPOO
AMAMI
SPECIAL HENNA**

TRADE TERMS

4/6 per doz.—can be included in 27/- parcel of Amami goods, less 10% discount.



TRADE TERMS

6d. size @ 4/- per doz. 1/3 size @ 10/- per doz., less 10% on 27/- quantity.

Order from your usual wholesaler or direct from

PRICHARD & CONSTANCE (MFG.) LTD., 11 BROAD STREET, LONDON, W.C.2

*The Bridge between
Making and
Taking*



WILKINSON
PHARMACISTS' PRINTER

FOR LABELS
PENDLETON
MANCHESTER
ENVELOPES, BILLHEADS, MEMOS.
DANGEROUS DRUG & POISON REGISTERS
CARTONS, WRAPPINGS, ETC. ETC.



G. B. KENT & SONS, LTD.

Are known the World over as
the Largest Manufacturers of

**BEST
BRITISH
BRUSHES**

Please write for full particulars to :
75 FARRINGDON ROAD, E.C.1



SPECIAL OFFER OF UPRIGHT SHOWCASES

No. C.D.F. 4422

Very useful upright Showcase
5' 9" high x 20" wide x 20" deep.
Glazed $\frac{1}{2}$ " Drawn Plate Glass.
Interior fitted 2 adjustable
glass shelves.
Oak or Mahogany frames.

£9.5.0 each

Send for our New Catalogue No. C. D. 1400
of Showcases.

DUDLEY & COMPANY Ltd.
451 Holloway Rd., London, N.7

City Showrooms : 65/66 Fore Street, E.C.

**QUALITY
WILL TELL
WANIE**

*The blade the Public
have heard so much
about on the air.*

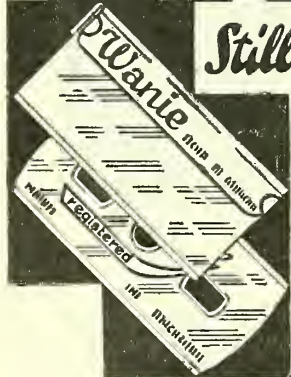
Still the 'Best Seller'

Single-sided 10/- per 100
Three-hole 8/- per gross

Send for sample to Dept. C.D.
S. KALISKY (Aldgate), LTD.
146 Theobald's Road, W.C.1.

Northern Distributors :
S. KALISKY (Aldgate), LTD.
16 Withy Grove, Manchester

Irish Free State Agents :
Messrs. W. A. Freedman & Co. Ltd.
20-21 Merchants Quay, Dublin
Wholesalers are invited to
apply for Trade Terms



A free Postcard enlargement with each
film developed and six prints.

Tel. No. 226

**The "PEERLESS"
Water Colour Series**
A "Peerless" is a joy supreme
—a reminiscence always
living—a gift divine.

For prices and specimens apply:—

**The 'Owl' Advertising and
Photographic Service, Louth.**



Competition does
Not make him blink

FREE $\frac{1}{2}$ -doz. 1/- Veldt Cream
WITH EACH ORDER VALUE £2
(INCLUDING SOAP)

Example—12 doz. 5d. "Veldt"
Cream costs 40/-, with Bonus
Yields 66/-, i.e., approxi-
mately 40% on
turnover.

"Veldt Cream"
GOOD SHOW MATERIAL
WELL & CONSISTENTLY
— ADVERTISED —
Write for
Particulars to
VELDT LABORATORY
Springfield, Upper Clapton, LONDON, E.5

The Annual Special Issue of

THE CHEMIST and DRUGGIST

will be Published on June 24, 1933

and will contain in addition to the usual advertisements, Supplements printed in Photogravure and Two-colour Letterpress—Black and Red—and Black and Green on Buff imitation art paper.

These pages will close for press on the following dates :

Photogravure - - - June 2

Colour Pages - - - June 14



Those Advertisers wishing to avail themselves of advertisements in these attractive forms are requested to communicate with the Publisher.

THE CHEMIST and DRUGGIST

28 Essex Street, Strand, LONDON, W.C.2

Telephone: Central 6565

Telegrams: "CHEMICUS, ESTRAND, LONDON"

49 County Buildings, Cannon Street,
MANCHESTER

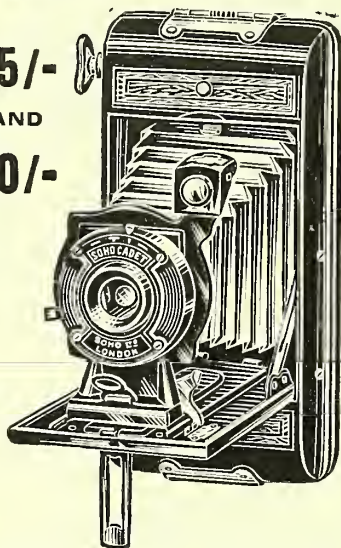
Branch Offices:
19 Waterloo Street,
GLASGOW

54 Fosters Buildings, High Street,
SHEFFIELD

SELL SOHO CAMERAS

SOHO CADET

25/-
AND
30/-



A handsome moulded case (rosewood colour) and chromium plated fittings make the Soho Cadet a camera which you will be proud to use on your travels. Smart in appearance, thoroughly efficient in action, this camera can be relied upon for a happy record of incidents worth remembering, landscapes, seascapes, close-ups, &c.

From start to finish every Soho camera represents the highest expression of the camera maker's art. Generations of experience are behind the designing; the most modern equipment and a carefully trained and highly skilled technical staff ensure excellence of manufacture, and every instrument is carefully tested before leaving the factories.

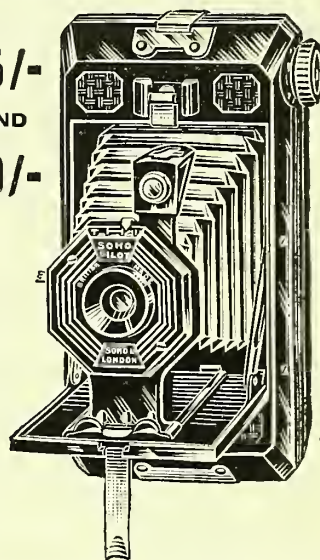
Behind these cameras is the prestige of Soho Ltd., and a strong advertising campaign in the British press—get ready for a big demand.

**Address Orders
or Enquiries to**

SOHO LIMITED, 3 SOHO SQUARE, LONDON, W.1.

SOHO PILOT

15/-
AND
20/-



A solid folding camera of lasting quality, which will take excellent pictures $3\frac{1}{2} \times 2\frac{1}{2}$ under normal conditions. It folds up for the pocket, and the moulded case will not become shabby in wear. A marvel of camera value.

NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the continuous demand for it produces a quick turnover.

For Direct Terms apply to—

OSCAR SCRUTON & CO., YORK

Expert with capital wishes to buy or take share in serious undertaking of Chemical or Pharmaceutical nature.

**PLEASE SEND OFFERS TO
Z.F. 1199, RUDOLF MOSSE, LTD.
BRETTENHAM HOUSE, STRAND, LONDON, W.C.2**

C. & D. Stock-Taking Sheets

Halve the Labour of Taking Stock.

Price of Complete Pad, 2/6 post free.

The Chemist & Druggist, 28, Essex St., London, W.C.2

MANY SUCCESSES IN THE EXAMINATIONS

Your Opportunity to

QUALIFY IN OPTICS

PRACTICAL WORK. Personal tuition in the practical work is a distinctive feature. Students can avail themselves of the practical classes held during examination times when they are in London.

Expert Tuition for the **SIGHT-TESTING DIPLOMAS** of the Worshipful Company of Spectacle Makers (F.S.M.C.); the British Optical Association (F.B.O.A.); the National Association of Opticians (F.N.A.O.); or the College of Optics (F.C.O.).

Write for full particulars—

**C. A. SCURR, M.P.S., F.S.M.C., F.B.O.A., F.N.A.O., B.Sc., F.I.O., F.C.O.,
50 HIGH STREET, BARNET, LONDON, N.**

WESTMINSTER COLLEGE OF PHARMACY

190 Clapham Road, London, S.W.9

Founder:

G. S. V. WILLS, Ph.C.

Principal:

P. H. WOODNOTH, Ph.C., F.C.S.

P.S. Examination—3 and 6 months' courses.

C. and D. Examination—3 months' course.

Preliminary Instruction by Post is available for all Students who propose to attend the Day Classes

Full details and prospectus may be obtained from the Secretary

1
You can't increase
prices in your D. & D.
Department, but you
can increase profits
by using



*It goes further because
it saves waste*

Made in England by
ILFORD LIMITED • ILFORD • LONDON

FINEST PURE LOFOTEN

COD LIVER OIL**BRÖDR AARSÆTHER A/S AALESUND, NORWAY**VETERINARY
COD LIVER OIL
A SPECIALITY

SOLE AGENTS FOR U.K. (EXCEPTING SCOTLAND)

Freudentheil, Smith & Co.

21 MINCING LANE, LONDON, E.C.3

Tel. Add.: "Freudenruf"

Tel. No.: Royal 6600

STOCKS HELD IN LONDON

AGENT FOR SCOTLAND: ANDREW STEVEN & SON, GLASGOW

"VITAMIN TESTED YEAST"*Yeast specially prepared for medicinal purposes*

GUARANTEED ABSOLUTELY PURE

MIDDLEY & PARKINSON, LTD., Warren Works Pudsey, LEEDS*Sole selling agents for Great Britain—***THE OLD STRAND CHEMICAL & DRUG CO., LTD.**

Audrey House, Ely Place, London, E.C.1

SennaFROM OUR
OWN GROWERS*Alexandrian & Timnevelly
Pods Leaves Siftings***John Ronaldson & Co. 15 Seething La., London.****IONIZED IODINE**

(MOLSON BRAND)

Obtainable from the usual wholesalers or the makers

MOLSON IONIZED IODINE CO. Ltd.

34 C, GABRIEL'S HILL, MAIDSTONE

**ALL CHEMISTS
SHOULD STOCK****ABDINE**

THE GOLD MEDAL HEALTH DRINK

Quick Seller. Big Profits. Over 50 years' Reputation.

"Abdine" is the most popular Health Drink. Perfectly safe for all ages. Made from choicest fruits, it does not contain Epsom or Glauber Salts. Year after year the sales are steadily increasing.

DUNCAN McGLASHAN LTD., ABDINE WORKS, WESTFIELD RD., EDINBURGH**SHADEINE
FOR TINTING GREY HAIR**This popular article is largely advertised
and stocked by all Wholesale Houses.

Trial size 8d. per doz.	6/-
1/4 size, per doz.	12/-
2/6 size, per doz.	24/-
3/9 size, per doz.	36/-

The SHADEINE Co., 58, Westbourne Grove, London, W.2**How are your Stocks of
WILLIAMS'
Shaving Preparations?***Sole Distributors:***SCOTT & BOWNE, LTD.**

10/11 Stonecutter Street - London, E.C.4

THOMAS & LINTON LTD.

5 Whitehorse Buildings, 100 High Holborn, W.C.1

Telephone: Holborn 3716-7

SOLE LONDON SELLING AGENTS FOR

Canda Iodine Pens, Ephedrol, Natex Health
Foods, Ever-Hot, Litesome Body Belts, etc., etc.**DELIVERIES FROM LONDON STOCKS****CUT OUT thick cardboard LETTERS
IN ANY COLOUR. SIZE 1" FOR NOTICES, etc.**Can be fixed 100
anywhere for 2/- Send for Samples
and Price Lists**Dept. B, ALLAN MANUFACTURING CO. LTD.**

37 Farringdon Street, E.C.4.

Makers of DAYLIGHT (SUNGLO), ELECTRIO and
High-Class Signs of all types**Increase Your Developing and
Printing Service.**Make use of our really useful series of D. & P.
books, also our Printed Aids to Selling.*Interesting range of samples post free.***BURALL Bros. The Patent Label Factory,
WISBECH, CAMBS.**

We supply no one but Chemists and Druggists with

**"SAFEGUARD"
Preventives (Rubber Goods)**

They are of Highest Quality and Packed Hygienically

*Samples and Prices on application***BURGE, WARREN & RIDGLEY, LTD.
91/92 GREAT SAFFRON HILL, E.C.1**

Phone: Holborn 0050. Telegrams: Druggund, Smith, London

**CHEMISTS' FITTINGS
OF EVERY DESCRIPTION.
NEW AND SECONDHAND.****F. MAUND & E. BERG (SHOWCASES) LTD.,
175/9 and 336 OLD STREET, LONDON, E.C.1****Cachet** CLOSING and FILLING **machines**
4/6 to 52/6to suit all Dispensing Requirements.
WRITE FOR ILLUSTRATED LIST.**THOS. CHRISTY & CO., 4-12 Old Swan Lane, LONDON, E.C.4.****"Yvonne"**
ROUGE · LIP · TICK
LA · HBLAK FOR THE EYES
AND POWDERLeading
6d
Lines**BIGGEST SELLERS
Greatest Value & Quality
SOON TO BE
NATIONALLY ADVERTISED***Splendid Show Material available.**Write to-day for Samples and Prices.***W. J. YVONNE et Cie, Ltd., 8a Lord St., LIVERPOOL.
(Also London and Paris.)**

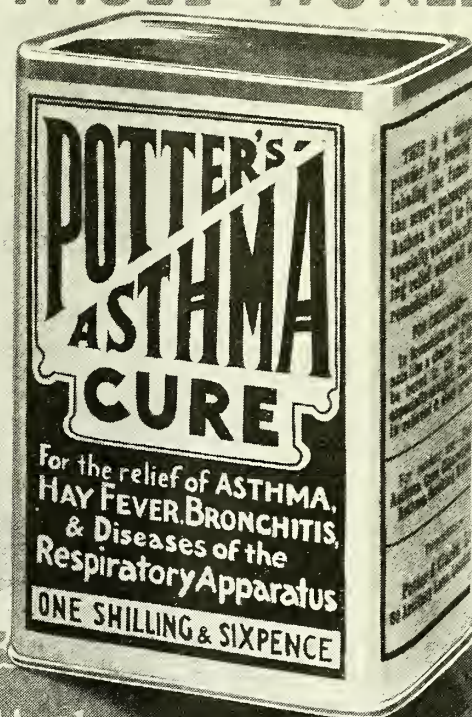
KNOWN THE WHOLE WORLD OVER

consistently advertised
in all the great
national newspapers
thus ensuring a
big demand

RETAIL 1/6 P.A.T.A.

WHOLESALE 14/- PER DOZ.

Packed in half-dozens



POTTER'S

Asthma Cure

POTTER & CLARKE LIMITED

Drug Merchants—Manufacturing Chemists

60, 62, 64 ARTILLERY LANE, LONDON, E.1

Phone: Bishopsgate 4761, 3 lines. Grams: Horehound Phone, London (2 words)

24 LUNA STREET, GREAT ANCOATS, MANCHESTER

Phone: Manchester City 6048. Grams: Horehound, Manchester

THE MERITS OF SELLING URODONAL

FOR RHEUMATISM, GOUT
SCIATICA AND GRAVEL
ARE 3/- 5/- & 12/-

1. The chemist is selling a preparation which has been endorsed by the leading medical men throughout the world as being the best scientific remedy for the above ailments.
2. He loses no dignity by recommending it against many of the useless and quack remedies on the market.
3. That Urodonal has received 21 GOLD MEDALS and highest awards for its excellence.
4. That the price is fully protected.
5. It is advertised in a consistent and effective manner both to the medical men and the public, and every effort is made to help the retail chemist.
6. All Urodonal bearing the name of the authorised agents "Spencer & Co" can be exchanged or returned at any time.



Write to your wholesale house for information or direct to the

Sole Agents

SPENCER & CO

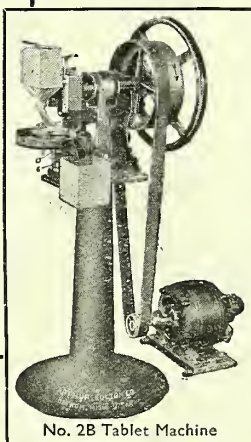
20 QUEEN ST., HAMMERSMITH, LONDON. W.6

TELEPHONE: RIVERSIDE 1712

COLTON

PILL MACHINES
TABLET MACHINES
GELATINE COATERS
GRANULATORS
POLISHING PANS
SUPPOSITORY MOULDS
TRITURATE MACHINES
PASTE MIXERS
TUBE FILLERS
TUBE CLOSERS
CLIP FASTENERS
NICKELOID CLIPS, ETC.

• Write
for
Catalogue



No. 2B Tablet Machine

PHARMACEUTICAL MACHINERY

Tablet Machines

Colton Tablet Machines possess all the good qualities growing out of many years of experience in this field. A range is available that will produce every size of tablet from $\frac{1}{8}$ to 3 inches diameter, in outputs varying from 100 to 1,500 per minute.

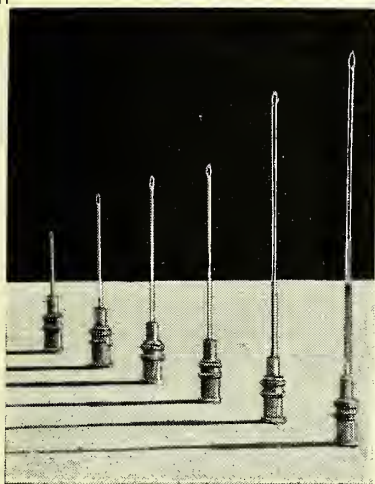
Clipless Closure

A new method of sealing collapsible tubes, eliminating the use of the metal clip and giving greater security to the contents with a more decorative appearance to the finished tube.

GRIFFIN AND TATLOCK • LTD •

SOLE BRITISH AGENTS • KEMBLE STREET • KINGSWAY • LONDON • W.C.2

Surgical Needles you can recommend



TRADE MARK 'AGLA' BRAND

SURGICAL NEEDLES

FOR INJECTION

*Examples from the wide
range of Needles available*

GENERAL HYPODERMIC USE

No. 205. 23 mm. S.W.G. 25
6/- per doz.

No. 207. 30 mm. S.W.G. 23
6/- per doz.

VARICOSE VEIN INJECTION

No. 218. 25 mm. S.W.G. 25
8/- per doz.

INTRAMUSCULAR INJECTION

No. 213. 34 mm. S.W.G. 22
7/- per doz.

INTRAVENOUS INJECTION

No. 215. 34 mm. S.W.G. 22
7/- per doz.

SCHICK TEST

No. 214. 12 mm. S.W.G. 27
8/- per doz.

London Prices to the Trade
(subject)

S.W.G. means
Standard Wire Gauge

When ordering Needles, simply quote
the distinguishing number

Non-corrosive—The rustless steel resists the action of sterilising agents, alkalis, etc.

Non-clogging—By an improved process the surface of the lumen is rendered non-corrosive.

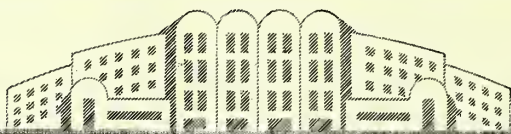
Obviate breakage—The steel is carefully tempered to ensure durability.

Exceptionally sharp—Due to absence of plating (employed on ordinary steel needles to prevent corrosion).

Packed in metal tubes—For convenience of storage and carrying.



BURROUGHS WELLCOME & CO.
LONDON



THE BRITISH DRUG HOUSES LTD.

The New 'Eastern Foam'

On March 4th we gave preliminary notice to the trade regarding the coming introduction of this product. From enquiries received, we conclude that some of our customers failed to see the notice, which we therefore repeat, as under.

A new cream in a new style packing is to be placed upon the market, on or about June 1st.

The familiar name 'Eastern Foam' is to be retained, but the product is of entirely different character and represents the latest achievement in manufacturing vanishing cream.

Its presentation will be most elegant, and the feminine susceptibility to this new mode can be assumed.

The details of our national advertising campaign will be published in due course.

The object of this preliminary announcement is to give ample notice to the trade, so that both wholesaler and retailer may so regulate their stocks as to be ready for deliveries of the new packages (all sizes) on the date mentioned.

THE BRITISH DRUG HOUSES, LTD.

GRAHAM ST.



LONDON N.I.

THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,
The Chemists' and Druggists' Society of Ireland, and of
other Chemists' Societies in Overseas Dominions*

PUBLISHED AT

28 ESSEX STREET, STRAND, LONDON, W.C.2

Telegrams: "Chemicus, Estrand, London" Telephone: Central 6565 (8 lines)

BRANCH OFFICES

4 CANNON STREET, MANCHESTER (TEL.: BLACKFRIARS 3052)

19 WATERLOO STREET, GLASGOW (TEL.: CENTRAL 2329)

155 AVENUE DE WAGRAM, PARIS, XVII^e (TEL.: GALVANI 19-79)

54 FOSTER'S BUILDINGS, HIGH STREET, SHEFFIELD (TEL.: 22458)

39 QUEEN STREET, MELBOURNE, AUSTRALIA

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News of the Week

Import Duties—Exemption Order

The Treasury have issued the Import Duties (Exemptions) (No. 4) Order, 1933, dated April 27, adding copper iodide to the Free List. This product accordingly became a free import on and from May 2, 1933.

Import Duties—Linseed Oil

Under a Treasury Order, dated April 29, the rate of duty on linseed oil under the Import Duties Act, 1932, will be as follows:—

such rate of duty as will, with the duty of fifteen per cent. *ad valorem* chargeable under section I. of the Ottawa Agreements Act, 1932, amount to £3 10s. per ton.

This Order came into operation on May 2, 1933.

Key Industries Duty—Additional Lists of Articles

The following lists of optical instruments, scientific glassware, scientific instruments and chemicals are scheduled as liable to duty under Part I of the Safeguarding of Industries Act, 1921, as from May 12, 1933.

OPTICAL INSTRUMENTS.—Actinometers, photographic, employing one or more optical elements. Cameras—oscillograph; sound recording, all types; sound recording, sound heads for; x-ray crystal. Dilatometers, optical type.

SCIENTIFIC GLASSWARE.—Elutriators. Microscope cover glass in sheet. Troughs, pneumatic.

SCIENTIFIC INSTRUMENTS.—Bridges, all types other than permeability and wheatstone bridges. Compasses, earth-field or inductor type. Dilatometers. Echo sounding apparatus. Frequency meters. Horizons, artificial, gyroscopic type. Inductances, calibrated (fixed and variable). Micro-manipulators. Oscillators, laboratory and standard. Piezo-electric quartz plates, bars and rods, mounted or unmounted. Quartz resonators. Standard-signal generators, radio type. Variometers geophysical. Voice-power level meters and indicators. Wave meters.

The following general descriptions were, *inter alia*, added to the Schedule to the Act by Section 10 of the Finance Act, 1926:—

Component parts of such optical instruments as are chargeable with duty under Section I of the Safeguarding of Industries Act, 1921.

Component parts of such scientific instruments as are chargeable with duty under Section I of the Safeguarding of Industries Act, 1921.

CHEMICALS.—Acetyl butyl xylene. Acetyl choline. Acetyl naphthylamine. Acids, the following and their salts and esters: Acid acetone di-carboxylic, acid aurine tricarboxylic, acid benzene azosalicic, acid dioxo tartaric, acid iodo-oxyquinoline sulphonic, acid nitronaphthol sulphonic, acid nitrochlorotoluene sulphonic, acid phenyl thiohydantoic, acid phenylenediamine sulphonic. Aldehyde amylcinnamic. Aluminium potassium fluoride. Aminobrom methyl anthraquinone and other halogen substitution products of aminoalkyl anthraquinones. Aminobrom toluidanthraquinone and other amino halogen acyl anthraquinones. Amino ethylglyoxaline. Ammonium phosphate, tri-. Ammonium bi-succinate. Amyl alcohols (excluding fusel oil). Aniline silicofluoride. Anisidine salts. Ascaridole.

Barium dithionate. Benzal bis-dimethyl dithiocarbamate. Benzthiazyl nitro-aryl thio-ethers. Benzyl cresol. Benzylidine aminophenol. Bromdimethylaniline. Brom-naphthol. Bromphenol indophenol. Bulbocapnine. Butylcresol methyl ether. Butyl cresyl oxide. Butyl xylene.

Cacotheline. Cadmium lactate. Calcium benzene sulphinate. Calcium bromate. Calcium iodicinoleate. Calcium nucleate. Calcium phosphotungstate. Calcium sodiolactate. Cellulose ethers. Chloral methyl alcoholate. Chlorphenol indophenol. Cholesteryl stearate. Chromium formate. Cobalt lactate. Conessine. Copper propionate. Cresol indophenol. Cyclohexylamine. Cyclohexyl ethylamine.

Dehydrothiotoluidine. Dianisidine salts. Dibromfluorescein and other halogenated fluoresceins. Digitalin. Digitonin. Dimethyldihydroresorcin. Dinaphthyl phenylene diamine. Diphenyl ethylene diamine. Diphenyl thiocarbazine. Di-

phenyl thiocarbazon. Diphenylene ketone. Ditolyl ethylenediamine.

Egonine and derivatives thereof. Ephedrine and isomers and homologues thereof. Ergosterol and hydroergosterol and their esters, irradiated or not. Ergotoxine salts. Ethyl aminophenol. Ethyl morphine. Ethyl red. Ethylenediamine copper nitrate.

Fluorescein-thallium.

Glutathione. Glyceryl (including diglyceryl and triglyceryl) esters (excluding natural oils and fats, synthetic resins and ester gums). Glyceryl cresyl ether and other glyceryl ethers and esters thereof. Glycyrrhizin and its ammonium compound.

Harmaline and derivatives thereof. Hexahydropyrocatechol and other hydrogenated phenols and hydrogenated oxynaphthalenes and oxynaphthalenes. Heptachlorpropane. Hydrazine carbonate. Hydronaphthalenes.

Lead hippurate. Lead oxyiodide. Lead selenide. Linalyl esters. Lithium bromate.

Manganese iron phosphate. Menthone. Mercury compounds other than mercuric oxide and mercuric sulphide. Mesitylene. Methoxy-iminobenzthiazoline. Methyl benzyl pyrazolone. Methyl naphthyl ketone. Methyl stannic iodide. Methyl toluidine and acyl derivatives thereof.

Naphthol sodium sulphonate indobromphenol. Narcotine salts. Nickel compounds other than nickel oxide. Nitro acetanilide. Nitro aniline salts. Nitro benzaldehyde phenyl hydrazide. Nitro dimethoxybenzene. Nitro naphthylamine. Nitro phenyl dimethyl dithiocarbonate.

Octyl esters. Organo-arsenic compounds. Oxy di-anilido-anthraquinone. Oxy di-naphthyl sulphide. Oxy di-phenyl sulphide. Oxy hydrindamine. Oxy phenyl ethylamine. Oxy toluidine anthraquinone.

Paramethyl red. Phenol indodibromphenol. Phenol indophenol. Phenyl propionate. Phenyl valerianate. Potassium indigosulphonates. Potassium selenocyanate. Propyl red.

Resorcin azo nitrobenzene.

Salicyl chloride. Silver ammonio-nitrate. Sodium azide. Sodium calcium lactate. Sodium cyanate. Sodium tetrathionate.

Terpinyl esters. Tetramethyl thiuram tetra-sulphide and other thiuram poly-sulphides. Thallium formate. Thebain salts. Thymol-indo-phenol. Toluquinaldine. Toluylene blue. Tolyene diamine. Trypan blue.

Xenylamine. Xenyl carbimide.

Royal Academy of Arts

The hundred and sixty-fifth exhibition of the Royal Academy of Arts opened at Burlington House, London, W.1, on May 1, and closes on August 7. The British Pharmaceutical Conference meeting near the end of July will probably have the effect of augmenting the number of pharmaceutical visitors to the exhibition this year: they will find little to interest them as pharmacists, but should discover, here and there, pictures or statuary worth remembrance on other grounds. If a general impression may be trusted, there are fewer portraits than usual and a larger proportion of what are conveniently known as "modern" works. Of the portraits, those of, or including, members of the Royal family will attract the usual attention; four others may be mentioned, those of the Chancellor of the Exchequer (360), Sir Joseph Thomson, O.M. (1180), Dr. Alexander Scott, F.R.S., of the British Museum scientific staff (1638—a bust), and Sir Richard Glazebrook, F.R.S. (390), long associated with the National Physical Laboratory. The delicate art of Miss Ethel C. Brisley, daughter of a pharmacist, finds exemplification in two miniatures, both of which are portraits (1665, 1088); and Mr. Frank M. Taubman, sculptor and former pharmacist, is represented by a bust of "Phœbe" (1744). The proposed additions to the Ashmolean Museum, Oxford, are shown in a coloured sketch in the Architectural Room (1400): at the opposite end of the scale of interest is a Frith-like portrayal of the beach at Brighton on a bank holiday (230). A few of the pictures provoke irresistible laughter, though some of them leave us with the perplexing doubt whether we are laughing with or at the artist.

Visits to Works

Members of the South-West London Chemists' Association and Branch of the Pharmaceutical Society visited the works of Horlicks' Malted Milk Co., Ltd., Slough, on April 26. They were welcomed on behalf of the company by Mr. Waghorn, head of the sales promotion department, and conducted through the works under

the guidance of other officials. Members were impressed by the strictly hygienic conditions prevailing. During tea Mr. W. A. Shakerley (vice-president of the Association) expressed a cordial vote of thanks to the company.

A party of Luton chemists and their friends recently visited the works and laboratories of The British Drug Houses, Ltd., of Graham Street, London, N.1. In the course of a tour of the premises the visitors saw the manufacture of insulin, the testing of substances with ultra-violet light, the manufacture of vitamin products, the production of pills, tablets, ampoules and so forth, together with many other large-scale operations. After the extensive tour the party was entertained to tea. Mr. Sunman, on behalf of the visitors, expressed thanks to The British Drug Houses for their kindness. Mr. Skelton seconded the vote of thanks, and Mr. R. R. Bennett (director) replied.

Birmingham

Members of the Birmingham Pharmaceutical Association will visit the Hams Hall power station on Wednesday afternoon, May 10, meeting outside the entrance at 2.45 p.m.

"Romance of the Sugar Cane" is the subject of an interesting article which appeared in a recent issue of a local newspaper, over the name of Mr. H. H. Bagnall, B.Sc., F.I.C. (city analyst).

Manchester

Councillor F. W. Bates, M.A., J.P., has been appointed chairman of the Education Committee of the Stretford Council for the thirty-eighth time.

Councillor S. Taylor, F.N.A.A. (Thos. Tomlinson & Son, chemists' valuers and transfer agents, 46 Victoria Street), has been re-elected chairman of the public health and baths committees of the Marple Urban District Council.

A party of seventy members and friends of the Manchester Pharmaceutical Association and local Branch of the Society availed themselves recently of an invitation to inspect the new Radium Institute at Withington, one of the best equipped in the country. After a tour of inspection Dr. Paterson, medical director of the Institute, gave some interesting details of the Institute and its work. He spoke more particularly of the advances in the treatment of cancer and possible developments in the future. Mr. H. Brindle (vice-president of the Association) proposed a vote of thanks to Dr. Paterson and to the matron and staff for the hospitality they had extended.

Sheffield

An application by National Horticultural Supplies, Ltd., for a licence under Section 2 of the Poisons and Pharmacy Act, 1908, is being opposed on behalf of local chemists. The matter is to come before the watch committee on May 18.

An excursion to London on May 18 is being arranged by the local branch of the Photographic Dealers' Association. Details and tickets are available from Mr. J. E. Crowe, 880 Grimesthorpe Road, who, with Mr. Antcliffe, has made application for the hours of Insurance dispensing to be modified on that date.

Miscellaneous

CURRENCY NOTES RECALLED.—The Bank of England has given notice of calling in, on July 31, currency notes (sometimes called Treasury notes) of the third series. The £1 currency notes of this series were printed in brown and the 10s. notes in green.

ROYAL INSTITUTION.—The annual meeting of members of the Royal Institution of Great Britain was held at 21 Albemarle Street, London, W.1, on May 1, the president (Lord Eustace Percy) in the chair. The annual report of the Committee of Visitors for the year 1932, which was received and adopted, gave evidence of steady activity. Professor Grafton Elliot Smith, D.Sc., F.R.S., had succeeded Professor J. B. S. Haldane, F.R.S., as Fullerian Professor of Physiology. The

x-ray investigations into the structure of a variety of substances, under the direction of Sir William Bragg, showed steady progress. The treasurer's report indicated that during the years 1929-32 the managers had been successful in collecting a sum of £96,300 for the rebuilding and research endowment. The following were unanimously elected officers for the ensuing year: —*President*, The Right Hon. Lord Eustace Percy; *Treasurer*, Sir Robert Robertson; *Secretary*, Major Charles E. S. Phillips. Managers and visitors were also appointed. A portrait of Sir William Bragg, painted by Mr. William Nicholson, was presented on behalf of a few friends of the Institution by the secretary. The painting is to be hung in the Institution. The occasion served for some expression of Sir William Bragg's direction of the activities of the Institution during one of the most eventful periods in its history.

Scottish Notes

Brevities

Nomination papers have been issued for the Scottish Pharmaceutical Federation Executive election.

According to a recent issue of a Scottish newspaper, the West of Scotland kelp industry may be revived; Oban is suggested as a centre for the treatment of the collected seaweed.

Irish Notes

Registration of Shops Commission

At a meeting of the Registration of Shops Commission of the Irish Free State, held in Dublin on April 28 under the chairmanship of Mr. Justice Meredith, the first witness was Mr. R. J. Kidney, secretary of Dublin and Provincial Retail Drug Association. Mr. Kidney expressed the view that if a licensing system were established in the Free State there would be a general fear that one more department would be added to an overloaded Government. They wanted as little interference with trade by the Government as possible. Competition should not be restricted. Manufacturers, he thought, could stop the practice of price cutting. One objection to the licensing system was that the Minister for Finance might use it as a means of raising revenue, but if the registration sum were reasonable he had no objections. Trading under assumed names, which was becoming all too common in Dublin, he added, was not good; nor was the practice of opening shops which were fated to collapse within six months. The president of the Dublin Chamber of Commerce and other witnesses, who followed Mr. Kidney, expressed divergent opinions on the question of whether there are too many retail shops in the Irish Free State.

Pharmaceutical Society of Ireland

In the recent Assistants' examination of the Pharmaceutical Society of Ireland, the following (arranged in alphabetical order) were successful:—Nora T. Bolger, Ellen Carey, Kathleen E. Chambers, R. M. Cousins, J. J. Fitzgerald, Mary F. Hayes, S. C. V. Hogan, Richard S. Kilgariff, Patrick Leonard, Anna P. Palmer, Elizabeth Rynheart, E. M. Taylor and Walter V. Walsh.

Brevities

Mr. Samuel Green, Ph.C., has opened a pharmacy in High Street, Dublin.

First prize in the sectional contest in the recent Sligo window-dressing competitions was won by the Sligo Drug Company, Wine Street.

The committee of management of the North Infirmary, Cork, has accepted the tender of Fielding's Pharmacy, Patrick Street, Cork, for medicines for a period of six months.

Mr. Bernard Murphy, M.P.S.I., 213 Shirland Road, London, W.9, has passed the final examination of the Spectacle Makers' Company. Mr. Murphy is an examiner in pharmacy to the Pharmaceutical Society of Ireland.

Mr. John F. Grimes, J.P., Ph.C., has been returned unopposed as a member of the County Council of Tyrone for the Pomeroy Division. Mr. Grimes is a member of the Council of the Pharmaceutical Society of Northern Ireland.

Mr. Isaac Davison, Ph.C., High Street, Portadown, has been elected a glebe warden and member of the select vestry of the parish of St. Mark, Portadown. Mr. W. R. H. Orr, R.D., Ormeau Road, Belfast, has been elected a diocesan synodman of the parish of St. Jude's, Belfast. Mr. Orr is a brother of the Lord Bishop of Meath.

In the Iligh Court, Dublin, on April 28, before Mr. Justice O'Byrne, in a case in which Mr. Eugene R. Owen, Ph.C., Dunmanway, co. Cork, is the plaintiff and Evans Sons Lescher & Webb, Ltd., Liverpool, are the defendants, an application was made on behalf of the plaintiff for an order fixing the trial before a judge and jury. It was stated that the action was for damages for alleged breach of contract in respect to a supply of castor oil. The application was refused, with costs.

At Magherafelt, recently, Mr. Michael J. Halfpenny, Ph.C., was summoned for having sold methylated spirit to a person not known to him and for having failed to make the necessary entries. Mr. Hastings, for the defendant, said he recognised the name on the bottle as that of a customer, and concluded that the man was his customer's messenger. A sergeant said Mr. Halfpenny's books were excellently kept. A fine of 5s. for not securing the customer's signature was imposed.

Mr. S. H. Forrest, Ph.C., and Mr. J. S. Balmer, Ph.C., have been elected to the select vestry of Bangor, co. Down, Parish Church, and Mr. A. W. Mann, Ph.C., to the select vestry of St. Thomas's Parish Church, Belfast. Mr. R. F. McCartney, Ph.C., has been elected a parochial nominator, synodman, and select vestryman in the parish of St. Patrick's, Coleraine. Dr. V. Fielden (a member of the Council of the Pharmaceutical Society of Northern Ireland) has been appointed a synodman for the parish of St. Thomas, Belfast.

Mr. P. Brooke Kelly, the president of the Pharmaceutical Society of Ireland, who is one of the foremost members of the Athenæum Operatic Society in his native Enniscorthy, has again been appearing in the annual operatic revival of the Society with marked success. This year the Society produced Gilbert and Sullivan's "The Gondoliers" in which Mr. Brooke Kelly, who has an effective tenor voice, played the part of the Duke of Plaza-Toro with pronounced histrionic as well as vocal ability. In addition to his busy life as a leading pharmacist in Enniscorthy, the president takes an active part in promoting musical culture in the town.

The boards of guardians and hospital committees throughout Northern Ireland have completed the placing of the annual contracts for the supply of medicines, medical and surgical appliances, and surgical dressings. The following obtained contracts for medicines:—S. Connor & Sons (Newry); B. Clarke & Son (Banbridge, Ballymena); J. Clarke & Co. (Successors), Ltd. (Newtownards, Coleraine); R. Sumner & Co., Ltd., Liverpool (Antrim, Clogher, Kilkeel, Larne, Londonderry, Strabane); Fred Storey, Ltd. (Armagh, Ballymoney, Ballycastle, Belfast, Dungannon, Downpatrick, Enniskillen, Lisnaskea, Lurgan and Lisburn). The following obtained contracts for medical and surgical appliances:—J. Clarke & Co. (Successors), Ltd. (Antrim, Armagh, Ballymoney, Ballymena, Banbridge, Coleraine, Dungannon, Londonderry, Larne, Lurgan, Newtownards, Strabane); S. Connor & Sons (Ballycastle, Cookstown, Kilkeel, Lisnaskea, Magherafelt, Newry, Omagh); Fred Storey, Ltd. (Belfast, Clogher, Downpatrick, Enniskillen, Lisburn and Limavady). The following obtained contracts for surgical dressings:—J. Clarke & Co. (Successors), Ltd. (Antrim, Coleraine, Larne); R. Bailey & Son, Ltd., Stockport (Armagh, Ballycastle, Ballymena, Belfast, Castle-derg, Cookstown, Londonderry, Lisnaskea, Limavady, Lisburn, Newtownards, Omagh, Strabane); Fred Storey, Ltd. (Banbridge, Downpatrick, Enniskillen, Kilkeel and Lurgan).

Personalities

MR. C. E. BELL, chemist and druggist, Felixstowe, is chairman-elect of the local Rotary Club.

MR. W. CHAPLIN BENNETT, chemist and druggist, Totnes, has been elected president of the local chamber of trade.

MR. J. F. EDDEN, chemist and druggist, Petts Wood, Kent, has been elected chairman of the local traders' association.

MR. JOHN COLLETT, chemist and druggist, West Wickham, Kent, has been elected chairman of the local chamber of commerce.

MR. C. S. DAVIES, chemist and druggist, Havant, has been elected a member of the committee of the local chamber of commerce.

MR. J. H. OWEN, North of England representative for Glycerine, Ltd., Unilever House, London, E.C., has removed to 60 Rolleston Drive, Wallasey.

MR. E. SKUES, chemist and druggist, London, S.W., will preside over the meeting of Rotarian pharmacists at the annual conference of Rotarians which is being held at Scarborough from May 5 to May 9.

MR. J. H. COLEMAN, chemist and druggist, Wolverhampton, has been elected an alderman. Mr. Coleman has been a member of the town council since 1910.

MR. BENJAMIN BANKS, retired chemist and druggist, and MRS. BANKS celebrated their diamond wedding on April 30. The former is eighty-three years of age and the latter seventy-nine. Mr. Banks was for many years in business in Folkestone. Their present address is 12 Lonsdale Avenue, Wembley.

At the recent installation meeting of the Lodge of Goodfellowship No. 3655, W. Bro. Thomas Marns, member of the Council of the Pharmaceutical Society, was installed as Worshipful Master by W. Bro. T. L. Beverley. This lodge has a large number of members who are engaged in the drug trade, and among the officers invested by the W.M. were: E. Skues, S.W.; J. W. Quibell, secretary; B. C. Somerset, J.W.; A. Hope Darby, A.D.C.; John Keall, organist; W. K. Somerton, I.G.; Hugo Wolff, R. F. Edkins, G. Harrop, stewards. The large number of brethren present included G. Tocher, F. G. Wells, E. A. Atkins, W. T. Robinson, R. W. Wenmoth, and A. B. Sparrow.

Topical Reflections

By Xrayser

Apprenticeship in Pharmacy,

which has again been the subject of discussion at a meeting of the Pharmaceutical Council in Belfast (*C. & D.*, April 29, p. 455), needs consideration, so far as its duration is concerned, from more than one point of view. Primarily we ought to regard the period of apprenticeship as the time during which the pupil is to learn how the business of a chemist and druggist is properly carried on, so that when the term is completed he should be competent to conduct that business himself, provided he has complied with all the legal requirements. But those requirements cover only part of our shop activities, so that the length of an apprenticeship must necessarily be extended beyond what may be regarded as essential for learning how to compound and dispense medicines, and how to deal intelligently with poisons. My personal view is that statutory bodies upon which falls the responsibility of fixing the duration of apprenticeship in pharmacy ought to take into consideration other aspects of the business, and decide upon a period that should be long enough in an average case for learning the business properly. It is absurd in the extreme to require only that so many hours shall have been spent in the compounding and dispensing of medicines, particularly when experience has proved that the tendency is to regard this stipulated number of hours as being equivalent in length to a legal apprenticeship. What ought to be the rule should be insistence upon the period of apprenticeship being a certain number of years, during which so many hours must be devoted to the compounding and dispensing of medicines.

How Many Years

the pharmaceutical apprentice ought to serve is, of course, a matter for the most serious consideration; but obviously the standard should be based upon what is needed in an average case. My own impression is that a period of five years in the shop is too long, having regard to the fact that the pupil has to complete his training by means of college courses which account for the best part of a year. Four years ought to be fully adequate for the purely shop training, including the compounding and dispensing of medicines, and the proper handling of poisons. As a matter of

fact, it is probably more than adequate except in rare cases, and I should feel disposed to fix the legal requirement at three years, the whole of which ought to be spent in actual shop work, with a minimum time devoted to the technical subjects in which the apprentice must expect to be examined before his fitness for qualification is recognised. Where a period of four years is required by a statutory authority, allowance ought to be made for anything up to one-fourth of the time being spent in attending college courses.

Limitation of Apprentices

may seem as necessary in general pharmacy as it is in occupations which are controlled by trade union rules; but resort to the stretching of legal requirements for qualification hardly commends itself as a correct way of meeting the difficulty. If such a course were proposed seriously in Great Britain, I should expect the Privy Council to be indisposed to sanction the required alteration of the regulations unless and until it could be definitely proved that the proposed longer period of apprenticeship was absolutely essential for proper training. For this reason, and because I do not think such proof would be forthcoming, I should be greatly surprised if the Pharmaceutical Council ever tried to secure Government sanction for extending the period of apprenticeship in order to limit the number of those coming into the business. On the other hand, we might be consistent and, assuming that there are too many of us already, refrain from going out of our way to encourage fresh entrants. Last week you published an announcement by the trustees of the Glyn-Jones Memorial Fund (p. 468), with an appeal by their chairman, and this has raised the question in my mind whether it might not be possible for this most excellent fund to be utilised for further overcrowding of our ranks. If it be the intention to consider applications for help towards the expense of qualifying from young persons already properly apprenticed, no exception need be taken to the operations of the fund. But I hope that the potentialities of the fund will not be allowed to attract necessitous persons into the ranks of pharmacy. We ought also to refrain from encouraging the issue of pamphlets in which the advantages of the practice of pharmacy as a business occupation are dealt upon in more or less glowing terms.

Education for Commerce

A MEETING of the British Association for Commercial Education was held at the Mansion House, London, E.C., on May 2.

THE LORD MAYOR, who presided, briefly commended the objects of the Association and referred to the interest of the City in education for commerce and industry.

LORD EUSTACE PERCY, M.P. (president of the Association), after reading a message of good wishes from H.R.H. the Prince of Wales, indicated the need for action, rather than further discussion, in this matter. Little had happened, he pointed out, as a result of the work of the Committee on Education for Salesmanship. [The reports of this Committee were referred to in the *C. & D.*, 1929, II, 714; 1930, II, 154; 1931, II, 281.] Some years ago the business world acquired a superstitious faith in the London Matriculation examination. Now this faith had been transferred to the School certificate, and often to a Matriculation standard in the School certificate. But, in addition to this, every professional association had its own unco-ordinated requirements; indeed, individual banks and commercial houses often had their own special requirements. The Association wanted not only to mobilise the opinion of business men against the inefficiencies of our school examination system but also to get rid of the entangling mass of preliminary professional examinations, and to substitute for it, in the interests mainly of part-time students in our commercial colleges, some simple system of national certificates administered in close co-operation with the commercial colleges. But vocational guidance in the schools was an intimately local matter which must be largely handled on a local basis, for, while our public schools might be regarded as national institutions, a great majority of secondary schools were local ones serving a local labour market.

SIR FRANCIS GOODENOUGH read a statement setting forth the aims of the Association.

Sir Josiah Stamp's Address

SIR JOSIAH STAMP, who was the principal speaker, referred to the three main divisions of economic activity—first, the production of goods and services for the satisfaction of human wants, which had received abundant help from the scientific method, but by itself created no economic values; the second division ascertained in what quantities and types they were wanted and dealt with the interaction of the price they would fetch and the costs they entailed; the third, transport and communication, physically put them in the place where they were wanted and could be used. Scientific method had been applied to the last as to the first, but the second, broadly termed distributive and commercial, had been to a far less extent systematised and reduced to scientific standards. A "hit or miss" and empirical system could be very wasteful to the community, in which the advantages conferred by the "born" business man were dearly paid for in a world littered with liquidations and the results of avoidable defective business judgments. Fluctuations in the value of money were outside the strictly commercial field, and they were productive of many of the misjudgments in that field. But hitherto, even without changes of a financial origin, and with a constant level of monetary values, human misjudgment in the commercial field had been very expensive to the community. A commercial man could make two kinds of cardinal errors of judgment in marketing; he could be ignorant of the total potentiality of demand in an area at a price, or even if all the merchants knew that exactly, they could be individually ignorant of what their competitors were capable of, and intending to do, in that market. The idea of commerce as a "profession" began about twenty years ago, and was now rather glibly platitudinous. But its actual implications were rarely analysed. The distinguishing marks of a profession were a sense of group solidarity, recognition of a minimum level of ethics, the requirement of technical training and a test of fitness, the free and open imparting of new knowledge to the group, and a motive of service to the community. We had seen

section after section of human activity pass through these stages, and there was no reason to suppose the process had stopped. Any who thought this fanciful might examine the records of accountancy sixty-five years ago. The majority of men in commerce had learnt all they knew from the wrong end—the balance sheet—and could never have the same "feel" for the meaning of accounts as those who had worked through from the items to that culminating point. The chief facilities to be adopted from scientific method in commerce in future were: controlled experiment wherever possible; the elimination of the false cause; the correlation of variables; the science of weighted averages; the taking of unbiased samples where aggregation was impossible; the analysis of exact records and the nature of proof. Some thought applied psychology was essential, but he did not regard the high-pressure salesmanship methods of America as scientific—the consumer was now being taught the art of sales resistance in self-defence, to save himself the calamity of buying things he did not really want or could not afford. If commerce really became a profession it would be a more difficult one than any of the others. Professionalism had grave defects, and might easily tend to "grooviness." When all was done there would still be ample scope for the superior business "nose," and the ability to dispense, at times of rapid judgment, with the whole apparatus, in the "masterful administration of the unforeseen."

A resolution commending the aims and objects of the Association to (1) business houses and commercial organisations, (2) schools and other educational organisations, with a view to close co-operation and early action was proposed by SIR JOSIAH STAMP, seconded by SIR WILLIAM BEVERIDGE (London School of Economics), and after being supported by other speakers was put and carried. Messages from the President of the Board of Trade and other distinguished people in commendation of the objects of the meeting were read. A vote of thanks to the Lord Mayor and the speakers concluded the proceedings.

In Morocco

From Our Own Correspondent

MY visit to Morocco has proved instructive. I learned that British rights date from a treaty of the year 1856, modified in 1906. There are British post offices in the country, and cases between British subjects are heard in British consular courts. Preferential rates, quotas and so forth are matters of mutual agreement. British commerce is by no means in a flourishing condition. French propaganda has taught the natives to "buy French," and French colonists would probably do so in any case. One British official spoke in strong terms of the folly of firms at home sending out catalogues printed in English. Another official, however, thought that British firms were improving in this and other respects; he told me that some catalogues in French were arriving, together with French-speaking travellers and—perhaps more important still—heads of businesses. Many British cruising steamers call at the ports. North-country manufacturers, it appears, cruise frequently, and in some cases good business has resulted from a call at the Morocco Chamber of Commerce, a body very much alive.

I inquired about the progress of public improvements, and was informed (as, indeed, I noticed) that the railways are in process of being electrified. The annual report of the Chamber of Commerce mentions that the sum of 195,000,000 fr. is being devoted to harbour improvement at Casablanca. I went there and saw this work in progress. The same kind of thing was going on, in a smaller way, at Tangier. To sum up, British manufacturers who propose competing in Morocco will have uphill work, but the market is a wide one.

BRITISH PHARMACOPŒIA, 1932.—On and after July 1, 1933, the British Pharmacopœia, 1932, will have force in Victoria, and will be substituted for the British Pharmacopœia, 1914.

"C. & D." Retail Price List

THE index figure for drugs in the month of April dropped from that of March only by a decimal figure, that for April being 148.9, against 149.0 for the previous month and 147.3 in the same month of 1932. The index figure for surgical dressings remains unchanged, being 136.5, it was 135.7 in April of last year. The few important changes in selling prices are set out below:—

Cost			Selling Price			
d.	per		16 oz. s. d.	4 oz. s. d.	1 oz. s. d.	1 dr. s. d.
96	lb.	Ext. ergot. liq. B	—	3 6	1 0	0 2
21	oz.	Ext. hydrastis liquidum C	—	—	3 0	0 5
7	oz.	Pulv. ipecacuanhæ et opii B, ex F.	—	—	1 0	0 2
33	oz.	Totaquina	—	—	4 9	0 9

Legal Reports

Dangerous Drugs Acts.—At the South-Western Police Court, London, on April 26, Mr. Edward S. Elliot, chemist and druggist, Northcote Road, S.W.11, and Mr. Kingsley E. Lawton, L.D.S., now of Boston Road, W.7, were summoned for failing to enter the supply and the purchase respectively of cocaine. Mr. Vincent Evans prosecuted. Mr. H. Glyn-Jones, for the chemist, and Mr. Claude Hornby, for the dentist, assured the magistrate there had not been any thought of improper use of the drug. The magistrate said that in the circumstances he felt justified in dismissing the summonses on payment of £5 5s. costs by each of the defendants.

Aspirin Tablets.—At Old Street Police Court, London, on April 27, Clara Applebaum, Felbrigg Street, E., was summoned for selling aspirin tablets which contained 3 per cent. of insoluble siliceous matter of the nature of talc, in excess of the standard provided by the British Pharmaceutical Codex. Mr. W. G. Jenkins, who prosecuted, said they did not suggest that the occupier of the shop had anything to do with the matter. Mr. J. G. Weeks gave evidence of purchase; cross-examined by Mr. H. Glyn-Jones, defending, he said there was no suggestion that there was not 5 gr. of aspirin in each tablet. Mr. A. E. Parkes, public analyst for Bethnal Green, stated that he examined a sample and found it was not in accordance with the Codex. In cross-examination, witness said he thought talc was an objectionable ingredient even at the rate of 2 per cent. The summons was dismissed, and £2 2s. costs was awarded to the defendant by the magistrate.

Salicylic Acid Ointment.—At Old Street Police Court, on April 28, William Fox & Sons, Ltd., chemists, Bethnal Green Road, E., were summoned, on the information of an inspector under the Poplar Borough Council, for having sold at a branch shop salicylic acid ointment which was deficient in salicylic acid to the extent of 25 per cent. Mr. Reckitt, who prosecuted, stated that the defendant company asked for the third sample to be sent to the Government analyst, and he understood that the resultant certificate showed the deficiency to be greater. The ointment should contain two per cent. of salicylic acid. Mr. G. G. Baker, who appeared for the defence, said the constituents were correct. The ointment was one which was very rarely used, and he was instructed that it was not stocked except at 276 Roman Road, where a doctor in the vicinity was in the habit of prescribing it. It was made by a trusted employee who had been with the company about twenty years. There was considerable surprise when the analyst's certificate was sent to them. A fine of £7, with £5 5s. costs, was imposed.

Shops Acts.—At East Ham Police Court, on April 27, Mr. Herbert B. Thompson, chemist and druggist, was summoned for failing to close his shop in Romford Road,

Manor Park, at the specified hour fixed by the local Order. The town clerk of East Ham, prosecuting, said that on March 16 a shops' inspector saw a woman go into Mr. Thompson's shop after the closing hour; she was served with a tin of boracic ointment and a packet of lint. The inspector, in his evidence, said the customer was not a panel patient. In reply to Mr. H. Glyn-Jones, who defended, the witness said that the name H. B. Thompson, Ltd., was on the shop, the door of which was closed when the customer went to it. He did not see the defendant unlock the door. Mr. Thompson, in the witness-box, said he was a director of H. B. Thompson, Ltd., and was in charge of the shop on the night in question. The shop was closed, and when a lady came to the door he unlocked it and admitted her. He had no reason to believe that the articles were not wanted for disease. Mr. Glyn-Jones submitted that there was no case to answer. Mr. Thompson, as a director, could not be summoned for an offence committed by the company. The Act provided that a chemist could supply articles asked for if he had reasonable ground to believe they were required for the treatment of disease. Here boracic ointment and lint was served. There were further provisions in the Act of 1928 which protected chemists under circumstances such as these. On early closing days, so long as the shop door was closed till a demand was made and closed immediately after the demand was met, the chemist was privileged to serve goods required for the treatment of disease or accident. The deputy magistrate said the summons had been misconceived. The summons had not been served as the law required summonses to be served on limited liability companies. But a dismissal on that ground would only mean the taking out of another summons. He would therefore dispose of the case on the facts before him; and the evidence was that the shop door was closed when the customer went there. If properly summoned, it appeared to him that the defendant would be entitled to claim the aid of the exceptions in the Act of 1928. The summons would be dismissed, with costs. On the request of the town clerk, the deputy magistrate said he would state a case.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

SOMSPIN, LTD. (P.C.).—Capital, £1,000. Objects: To carry on the business of chemists and druggists, etc.

PHILLIPS BROS. (PHILLI-MIRANO Co.), LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturing chemists, perfumers and dealers in chemicals and toilet articles and requisites, etc. R.O.: 273 Union Street, Blackfriars, S.E.1.

LANDO SOAP COMPANY, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of soap manufacturers, merchants, importers, exporters and refiners of and dealers in oils, and oleaginous and saponaceous substances, etc. Solicitors: J. F. Morris, Son & Lloyd, Carmarthen.

HOWARD BAKER (1933), LTD. (P.C.).—Capital, £10,000. Objects: To acquire the business of manufacturers of soap and cleansing commodities now carried on by H. B. (Products), Ltd., and to carry on the business of soap makers, oil refiners and extractors, grease merchants and extractors, bone and size merchants, pharmaceutical and manufacturing chemists. R.O.: Biuns Road, Liverpool.

CHEF SALT & SUNDRY CO., LTD. (P.C.).—Capital £3,000. Objects: To acquire the business carried on by W. Edmondson, J. E. Edmondson and W. Bradshaw in partnership as the "Chef Salt & Sundry Company" at Industrial Works, Heywood Street, Hyde Road, Manchester, S.E., together with all or any of the assets, and in particular the trade marks 346,347, 444,669 and 444,740, and to carry on the business of dealers in and packers of salt and chemists' sundries.

INTERNATIONAL SPONGE IMPORTERS, LTD.—Report of the directors for the year ended December 31, 1932, shows a net profit, after providing for all outgoings, depreciation and ample reserves for currency depreciation and income tax, of £6,013 8s. 11d. (compared with £4,730 10s. 8d. for 1931), which, with £383 5s. 3d. brought forward, gives a total of £6,396 14s. 2d. Appropriated in payment of preference dividend on preference shares for the half-year ended June 30, 1932, £3,750, leaving a balance carried forward of £2,646 14s. 2d. The retiring directors, Mr. A. G. Cresswell and Mr. L. C. Marks, offer themselves for re-election. The twenty-ninth annual meeting will be held at Winchester House, Old Broad Street, London, E.C.2, on Friday, May 5, at noon.

HODDERS, LTD.—It is proposed to reduce the capital at present standing at £250,000 by £119,055 by cancelling 24,976 ten-shilling preference shares and 2,131,339 one-shilling ordinary shares. Preference shareholders will be required to agree to a reduction in the rate of dividend from eight to six per cent. and to forgo dividend arrears from July 1, 1931, to December 31, 1933, and to surrender for cancellation one share for every ten held. As compensation it is proposed to distribute to them six one-shilling ordinary shares for every ten preference shares held, and also for the payment, in the event of a winding up, of a premium of ten shillings in respect of every nine preference shares held at the date of winding up. Ordinary shareholders will, it is proposed, retain one share for every ten held. The report states the profits earned during 1932 were £5,245, compared with £9,309 in 1931. Meetings at Bristol on Thursday, May 18, at eleven o'clock.

Private Arrangement

Harold Walter Green, 53 High Street, Hanford, chemist and druggist. The creditors were called together recently, when the representative of the Association of Manufacturing Chemists was elected to the chair. The statement of affairs showed ranking liabilities of £595 9s. 3d., made up as follows:—Trade creditors, £557 11s. 10d.; bankers, £21 17s. 5d.; and cash claim, £16. In addition there were fully secured creditors for £592 4s. 8d., who held securities valued at the same amount. The assets consisted of stock, £87 0s. 10d., valued at £50; fixtures, fittings and utensils, £50 15s. 6d., estimated to produce £25; book debts, £5 10s., and cash in hand 6s., making a total of £80 16s. After allowing £3 7s. 6d. for preferential claims, the net assets were £77 8s. 6d., or a deficiency of £518 0s. 9d. A resolution was passed confirming the deed of assignment already executed with Mr. J. T. Sandland as trustee. 10

Business Changes

MR. F. J. PUGH, chemist and druggist, is opening new premises at Washway Road, Sale.

MR. S. L. ROBERTS, chemist and druggist, has opened a pharmacy at London Road, Denton, Kent.

MR. CLIFFORD R. LAZENBY, chemist and druggist, has opened a pharmacy at 7 Selbourne Terrace, Harrogate.

MR. G. G. GEYMAN, chemist and druggist, has taken over the business of Mr. J. A. Thompson, chemist and druggist, 84 Dalston Lane, Kingsland, London, E.8.

Gazette

Bankruptcy Acts

RECEIVING ORDER

BURNS, M., lately at 79 and 128 Charing Cross Road, London, chemist.

Stock Exchange Prices

£1 Shares unless otherwise stated	Dec. 31, 1932.	Mar. 31, 1933.	Apr. 29, 1933.
	s. d.	s. d.	s. d.
Allen & Hanburys, 7% Prefd. Ord.	23 9	23 9	23 3
Amalg. Dental Co., 8% Prefd. Ord.	23 0	24 6	24 0
" " Deferred ss. ...	3 9	4 3	4 3
Ayrton, Saunders & Co., 7½% Pref.	12 6	15 7½	15 7½
Beechams Pills, Deferred 1s. shares	2 6	2 6	2 7½
Benger's Food, Ord. ...	40 0	40 6	40 0
Benzol & By Products cum. part Pref.	0 7½	0 7½	0 9
Berger (Lewis) & Sons, Ord....	22 6	24 6	25 0
Boake (A.), Roberts & Co., 5% Pref.	16 3	16 9	16 9
Blundell Spence & Co. ...	5 9	11 3	10 0
Boots Pure Drug, Ord. ...	153 9	150 0	155 0
Boots Pure Drug, 7% "A" Prefd. Ord.	28 0	28 0	28 3
Boots Cash Chemists(S.), 6% "A" Pref.	26 9	27 0	27 3
Borax Consol., Dfd. Ord. ...	12 9	10 3	11 3
Bovril, 6% Pref. ...	25 6	23 9	24 6
" " Ord. ...	27 0	25 0	26 0
" " Dfd. ...	24 0	23 6	24 3
British Cyanides, Ord., 2s. shares ...	2 3	2 3	2 1½
British Drug Houses, The, Ord. ...	13 3	17 0	18 9
British Glues & Chemicals, 4s. Ord....	2 9	2 6	2 6
British Oil and Cake Mills, Prefd. Ord.	37 6	37 0	36 3
British Oxygen, Ord. ...	26 3	29 0	28 0
British Photo. Indus., 6% Cum. Pref.	5 0	5 0	5 0
Burt Boulton & Haywood Ord. ...	20 3	20 6	17 6
Bush (W. J.), & Co., 5% Pref. £5 ...	77 6	—	77 6
Callard, Stewart & Watt, Ord. ...	5 0	6 0	5 0
Chance & Hunt 4% 1st Mort. Deb. £100	£78	£78	£78
Cooper McDougall & Robertson Ord.	17 6	22 9	23 0
Crosfield (Joseph) & Sons, 6½% Pref.	25 3	27 6	27 0
Drug Incorporated (no par value) ...	£53	£44	£54
Dubarry Perfumery, Ord. 1s. ...	1 9	2 0	1 10½
" " 7½% Pref. ...	19 6	20 0	20 0
Eastman Kodak Com. (no nom. value)	£81	£79	£81
Evans Sons Lescher & Webb, Ord.			
6s. 8d. shares	2 0	2 0	2 0
" " 6% cum. part. Pref.	2 9	4 6	3 9
Field (J. C. & J.), Ord. ...	21 3	21 3	21 6
Galloway (P. H.), Ord. 2s. ...	2 9	3 0	2 10½
" " 7½% Cum. Pref. ...	23 0	23 0	23 9
Gossage (William), 6½% Pref.	25 6	26 6	25 6
Grout & Co., Ord. ...	17 0	14 3	15 0
Hodders, Ord. 1s. ...	0 2	0 1½	—
Ilford, Ltd., Ord. ...	26 3	30 0	28 0
" " 6% Pref. ...	23 0	24 3	24 6
Imperial Chemical, 7% Pref.	27 6	28 3	28 0
" " Ord. ...	26 3	25 1½	24 6
" " Dfd. 10s. ...	6 10½	6 1½	5 10½
Intern. Sponge Importers, 6% Pref.	8 9	6 4½	6 3
Kent (G. B.) & Sons, 5½% Pref. ...	6 10½	5 9	5 0
Knight (John), 25% Prefd. Ord. ...	82 6	90 0	92 6
Laporte (B.) & Co., Ltd., Ord. ...	21 6	26 0	27 6
Lever Bros., Ltd., 7% Pref. ...	28 0	28 6	28 6
" " 8% Pref. ...	27 0	27 9	27 9
" " 20% Prefd. Ord. £1	55 0	56 9	58 3
Lewis & Burrows, Ord. ...	22 6	23 0	23 9
" " 6% Pref. ...	19 0	20 0	20 0
Liebig's Ext. of Meat, Ord. £5 ...	£8½	£10	£10½
Mellin's Food, 6% Pref. ...	1 3	0 6	1 0
Nathan (Joseph) & Co., 7% Pref. ...	13 3	12 0	12 0
" " 8% Prefd. Ord. ...	3 9	3 0	2 0
Pears (A. & F.) 5% Deb. £100 ...	£105	£103½	£103½
Phosferine (Ashton & Parsons) 8%			
cum. partic. Ord. ...	14 6	17 0	16 6
Reckitt & Sons, Ord....	94 3	94 6	93 0
Salt Union, Ord. ...	35 0	33 3	29 9
Sangers, Ord. 5s. ...	10 6	11 6	12 0
"Sanitas," The, Co., 9% Pref. ...	27 6	28 9	28 3
Sanitas Trust, 10% partic. Pref. ...	23 6	26 3	26 6
Smith (Stephen) & Co., Ord. 5s. ...	9 10½	9 7½	9 3
Spratt's Patent, Ord. ...	62 6	58 9	57 6
Stevenson & Howell, 6½% Cum. Pref.	20 0	21 0	21 3
Taylor's Cash Chemists (Lon.) 1s. Dfd.	0 6	0 6	0 6
Taylor's (Cash Chemists) Trust, 7½%			
Cum. Pref. Ord.	10 0	11 0	11 0
" " Dfd. ...	0 6	0 6	0 6
United Glass Bottle Man., 6% Mt.			
Deb. Stk., £100 ...	£107	£108½	£107½
Veno Drug. Co., 8% Pref. ...	20 0	20 3	20 6
Virol, Ltd., Ord. ...	30 0	27 6	27 6
" " 7% Pref. ...	25 6	26 9	26 3
White (A. J.), Ltd., Ord. 10s. ...	14 3	14 9	15 0
White (Timothy), 7½% Prefd. Ord.	24 0	23 6	23 6
" " 1s. Dfd. Ord. ...	2 0	2 1½	2 3
Wright Layman & Umney (1932)			
7% cum. Pref.	24 6	24 6	24 0
Yorkshire Indigo & Col. Dyers 5s. Ord.	0 10½	0 10½	0 10½

National Pharmaceutical Union

Executive Meetings

MEETINGS of the Executives of the National Pharmaceutical Union and Chemists' Defence Association were held at 4 and 5 Queen Square, London, W.C.1, on April 25. Mr. P. F. Rowsell in the chair.

ELECTION OF OFFICERS

Mr. P. F. Rowsell was elected chairman for the ensuing year. Mr. E. A. Atkins was elected vice-chairman and Mr. J. Keall treasurer.

ALTERATIONS TO N.H.I. SCHEDULE OF APPLIANCES

The Executive agreed to a proposal of the Ministry of Health to add brushes and droppers to the list of prescribed appliances in the Second Schedule. The Executive also agreed to the following amendments to the list of prescribed appliances:—

- (1) Under "Cotton wools, Absorbent," delete "Sal-Alembroth."
- (2) Delete "Wood Wool."
- (3) For "Adhesive Plaster" read "Spread adhesive plaster as described in the Drug Tariff for the time being in force," and include in Part IV of the Tariff (List of Appliances) under the head "Adhesive Plaster," (a) Rubber adhesive compound spread on cotton cloth; (b) Rubber adhesive compound with zinc oxide spread on cotton cloth; (c) Resin plaster, B.P., spread on holland.
- (4) After "Catheters" insert "Urethral and lubricant for use therewith."
- (5) For "Gauzes" and the eight types of gauzes specified in the Schedule, read "Gauzes, surgical, medicated and unmedicated."
- (6) For "Lints" and the three types of lints specified in the Schedule, read "Lints, surgical, medicated and unmedicated."

PHARMACEUTICAL COMMITTEE ELECTION

A letter was received from the Ministry of Health saying that it had been decided to hold the elections of Pharmaceutical Committees as usual this year. The Executive authorised the secretary to act as returning officer.

PHARMACY AND POISONS BILL

The Executive considered the position in regard to the Pharmacy and Poisons Bill, and the chairman and secretary were instructed to interview the Home Office.

TAXATION OF CO-OPERATIVE SOCIETIES

The Executive directed that a telegram be sent to Mr. Baldwin and to the Chancellor supporting the movement for the taxation of co-operative societies on the same basis as the private trader.

C.D.A. Matters

Mr. P. F. Rowsell was elected chairman for the ensuing year.

The secretary reported that of the seven cases outstanding since the last meeting of the directors, two had been settled as follows:—Dog died from dose of turpentine supplied instead of linseed oil, claim settled by payment of £10 10s.; injuries caused by tattoo mark remover, claim settled by payment of £23 4s. Nine new cases had arisen during the month, but five of these had been settled as follows:—Illness caused by sal volatile supplied without dose on label, claim settled by payment of 10s. 6d.; accumulator lost, claim settled by payment of 7s. 4d.; accumulator damaged by too strong acid supplied, claim settled by payment of 5s. 3d.; injuries caused by cycling errand-boy, claim settled by payment of £9 11s. 5d.; fountain pen for repair lost in post, claim settled by payment of £1 7s. 6d.

The secretary reported that legal advice had been given upon a large variety of subjects and eighteen analyses had been undertaken for members under the "free" arrangement.

Branch Meetings

Bradford.—The annual meeting of the Bradford Branch was held on April 27, Mr. R. Booth presiding. The following officers were elected for the ensuing year:—*Chairman*, Mr. Booth; *Vice-Chairman*, Mr. W. Sutcliffe; *Secretary*, Mr. S. H. Bolton; *Committee*, Messrs. W. Batley, J. R. Cross, F. C. Wilson, W. Sullivan, W. Brown and W. Carter. A letter from headquarters was read asking for the opinion of members regarding the Colgate-Palmolive-Peet gift scheme. The secretary said he understood a meeting was being held by headquarters, and branches would be circularised regarding the decision arrived at by the Executive. On the motion of Mr. Burdett, seconded by Mr. Carter, it was decided to notify headquarters that the Branch felt the Executive should advise all members not to have anything to do with the scheme. A letter from the Early Closing Association was read asking for a renewal of subscription. Mr. Burdett moved that the Branch discontinue its subscription to the Early Closing Association and affiliate instead with the local Chamber of Trade. After some discussion it was decided to renew the subscription to the Early Closing Association and also to affiliate with the local Chamber of Trade. The question arose whether it was advisable for members to stock certain goods which were being packed in a six-penny size. It was decided to advise members who had taken up the goods referred to to return them immediately.

Association Meetings

Belfast.—A meeting of the Committee of Management of the Chemists' and Druggists' Society of Ireland was held in Belfast on April 25, Mr. Fred Storey (president) in the chair. On the motion of Mr. D. A. Taylor, seconded by Mr. C. Abernethy, the following subcommittees were appointed:—*Law*, Messrs. S. Gibson, R. McBirney, W. E. Wilson, C. Abernethy, E. A. Richey, J. Guthrie and H. McQuitty; *Finance*, Messrs. C. Abernethy, W. Martin, W. E. Wilson, D. A. Taylor and S. Gibson; *Rooms*, Messrs. E. Roberts, W. E. Wilson, C. Abernethy and W. J. McKee; *Social*, Messrs. A. E. Davis, H. Johnson, R. Jameson, W. E. Wilson, D. A. Taylor and J. McRoberts. It was arranged to hold the annual excursion early in June. The question of a five-years' apprenticeship was discussed. Mr. Richey said he thought the Council should insist on a five-years' apprenticeship instead of four years'. Mr. Abernethy said that, at the annual meeting of the Ulster Retail Drug Trade Association, it was their unanimous opinion that a five-years' apprenticeship was necessary. Mr. Taylor, Mr. Martin and Mr. McQuitty having spoken in favour, it was unanimously decided to give full support to the movement to increase the apprenticeship period to five years. A meeting of the Finance Committee was held prior to the general meeting and matters of routine were dealt with.

Belfast.—The annual meeting of the Belfast and District Branch of the Photographic Dealers' Association was held on April 27, Mr. James Dundee, Ph.C., presiding. The secretary (Mr. R. Northey, Ph.C.) gave a *résumé* of the activities of the Branch, and Mr. Shillington (treasurer) presented the financial statement. The Committee and officers for the year were elected as follows:—*Chairman*, Mr. J. C. Culbert; *Vice-Chairman*, J. Bell; *Secretary*, Mr. R. Northey; *Treasurer*, Mr. J. Shillington; *Committee*, Messrs. H. McRoberts, J. A. Pollock, T. A. Gibson, J. Adams, S. G. Fyffe, J. Poots, C. Abernethy, D. Stewart, P. R. W. Shinner, J. Dundee, S. McLoughlin, S. J. Hudson, J. McDowell, A. Steede, A. L. Martin, W. Tate, J. C. Young, E. A. Richey, J. McGregor, Alex. Hardy. Mr. J. H. Cronhelm was co-opted on the Committee as representative of the local branch of the Wholesale Photo Finishers' Association. The new officers, with Mr. Cronhelm, were appointed as a subcommittee to prepare a scheme for a series of local photographic competitions, and submit it to the new Committee for approval at next meeting. A resolution

that all applications for recognition as approved dealers should in future be accompanied by an application for membership of the P.D.A. was unanimously passed, and directed to be forwarded to the general secretary. The opinion was expressed that the public desired a 1s. roll film which should be introduced as soon as possible. A determined attempt is to be made to double the local membership during the next month, and each member of committee is expected to get one new member.

Birkenhead.—The annual general meeting of the Birkenhead and Wirral Pharmacists' Association was held on April 26, Mr. A. Williamson in the chair. The chairman referred to the loss recently sustained by the Association in the deaths of Mr. H. O. Dutton, Mr. W. A. Wynne and Mr. A. Elder. As a token of esteem and respect the members stood in silence. A letter from Mr. H. Graham White (M.P. for Birkenhead East), in which he enclosed a copy of a draft Bill for the regulation of advertisements relating to certain medicines and surgical appliances, was read. Mr. Graham White said he would be glad of any remarks the Association cared to send him on the Bill. The Association, however, decided that its interests would be adequately safeguarded by the parent body, but thanked Mr. White. The secretary stated that there were now ninety-five members and fifty-nine associate members. The year had been a gratifying one. It was suggested by the committee that the annual picnic should take place on June 15, to Belle Vue, Manchester. The treasurer's statement showed a balance in hand of £14 5s. During the year a sum of £7 10s. had been given to the Society's Benevolent Fund. Officers for the ensuing year were elected as follows:—*President*, Mr. J. Waterworth; *Vice-Presidents*, Mr. A. Williamson and Mr. F. Snow; *Secretary and Treasurer*, Mr. F. Snow; *Assistant Secretary*, Mr. G. Hale; *Auditors* Messrs. P.

Grant and W. L. Male; *Committee*, Messrs. T. Stephen-Jones, W. G. Snow, J. A. Dewar, A. Ackerley, G. F. Lunt, J. Edwards, C. H. Wright, W. H. Miner and P. A. Greenwood. A vote of thanks to the retiring officers was passed. A resolution that the annual subscription be reduced from 10s. to 7s. 6d. was defeated. A letter was read from the N.P.U. on the subject of the Colgate-Palmolive-Peet gift scheme. Members protested against the increasing inroads which were being made on their trade returns by these free gift schemes. They thought it time these schemes were brought to an end. Mr. P. A. Greenwood remarked that Camilatone, Ltd., were introducing a similar scheme, and this one came into operation immediately. Mr. J. A. Stelfox thought they ought to turn down the Camilatone scheme. It was really time, he said, they made a stand. Mr. Greenwood suggested they should pass a resolution and Mr. Stelfox said he proposed "That this Association recommends its members to take no part in the Camilatone scheme at all." This resolution was agreed to, and a copy is to be sent to N.P.U. headquarters, whilst members agreed to await instructions from the Union in regard to the Colgate scheme.

Women Pharmacists.—The annual meeting of the National Association of Women Pharmacists was held on April 26, the president (Mrs. F. W. Adams) in the chair. A satisfactory report of the year's work was presented. Mrs. Adams, in her presidential address, reviewed the life of the Association since its formation in 1905. Mrs. Irvine and Miss A. Borrowman spoke in appreciation of the address. The following were elected to the *Committee* for the coming year:—Mrs. F. W. Adams, Mrs. Freke, Mrs. Irvine, Miss Blundell, Miss Curry, Miss Clarendon, Miss Harvey, Miss Dennis Hayes, Miss Hindes, Miss Hodgkinson, Miss Hobling, Miss Islip.

Prospects in Pharmacy

IN view of the impending raising of the standard of the Preliminary examination to Matriculation standard, so making registration as a pharmaceutical student equal to the standard required by recognised professions, I am tempted to compare the prospects and see what results (if any) are likely to accrue from the alteration. Generally speaking, the standard of education is higher than it used to be and school life is longer. So the chances are that future chemists will be of the same social standard as of yore, certainly no higher, probably lower, and we shall find as big a number of apprentices coming along. Instead, however, of commencing apprenticeship at the age of fifteen or sixteen they will all either be seventeen or eighteen years of age, and consequently will soon make themselves so useful that unqualified assistants will be ousted. Pharmacies will be conducted more than ever with one proprietor and two or three apprentices. The tendency to-day is for all children to do better for themselves than their parents did. Hence a bigger majority of apprentices will proceed to qualification, and we shall find the market flooded with qualified men who should be of a higher standard pharmaceutically than in past years. Incidentally, is not our standard of pharmaceutical knowledge high enough for the work we have to do?

What will happen then? Either salaries will drop to the rate of the unqualified men to-day, or in the meantime some method of improving the turnovers and profits of chemists' businesses must be found. It is utterly impossible for more than 25 per cent. of chemists to take up bacteriological or analytical work; there is no scope. One thing alone would make the necessary difference, and that is for us to get the whole of the dispensing, or at least the dispensing for the wives and families of the insured men under the National Health scheme. Although I think this could be secured more easily than bacteriological work, yet the powers that be cannot extend the dispensing so long as the finances of the country remain as they are at present. Can national advertising increase turnovers sufficiently? This again is very doubtful.

One way would be to try to divert the sales of drugs and other legitimate lines from the small shops to ourselves. There is no doubt these small shops are gradually encroaching more and more; is not one reason the fact that they allow credit? The sales of proprietaries and drugs by the co-operative societies are also increasing. Perhaps if they are taxed by the income-tax authorities and as a result reduce their dividends, trade will gradually come back to chemists.

What are the chances of individual improvement? Fresh side-lines? There is only one not generally adopted I can think of, wireless. That I should imagine has drawbacks such as capital required, room for display, and a possibility of it interfering with N.H.I. dispensing in the evenings. It seems, therefore, that a youth entering pharmacy intending to be an employee all his life has very little prospect in front of him. Possibly manufacturers might absorb a few as travellers if, when engaging new men, they would stipulate an apprenticeship to a chemist to be a necessary qualification. What of those who have enough money to launch out on their own account after qualifying? Opportunities for opening new businesses are very few, and those that occur in new districts are slow in developing and not too lucrative. To buy an established business with an assured income one must have at least £1,000. Up to this point, leaving out the cost of living during apprenticeship, at least £1,200 must have been expended. Assuming that a youth is eighteen before he matriculates and has a prospect of having £1,200 spent on him, he would have a much better prospect as a doctor, veterinary surgeon or dentist. He could safely spend the whole amount of money at his disposal in getting his diploma, after which he could either obtain a public appointment which would bring him in a much better income than he would get out of a £1,000 chemist's business, or take a post as assistant and gradually acquire a partnership or take over altogether. Why do so many boys seek to be chemists? It is an interesting life, but the hours are long, the social standing is doubtful, and incomes are definitely not commensurate with the cost of training.—CRITIQUE (28/4).

Council Candidates

IN our issue of April 29 (p. 458) we commenced publication of the views on pharmaceutical politics sent us by the eight candidates for the seven seats about to become vacant on the Council of the Pharmaceutical Society. We now continue the series.

Mr. Thomas Hardy,

after having passed the Preliminary examination, commenced his career in pharmacy in 1891, when he was



MR. T. HARDY

apprenticed for five years at Maryport. After experience as an assistant with Mr. H. Bartlett, Banbury, and Mr. Spark, Maryport, he passed the Qualifying examination in 1898, and then purchased the business of Mr. R. W. Watson, Maryport, which he subsequently sold, joining his brother at 60 High Street. Mr. Hardy has been a member of the Urban District Council for eighteen years; of this body he has twice been chairman, and has held the chairmanship of many committees. He was appointed a local magistrate in 1916, and a justice of the peace for the county of Cumberland in 1921. He was a member of the Cumberland County Council, and chairman of the County Education (Finance) Committee. A past-chairman of the Retail Pharmacists' Union, he has been a member of the Executive since its inception. He is vice-chairman of the Chemists' Sickness and Provident Society and chairman of the Central N.H.I. Committee, which successfully fought for the retention of Clause 4 (4) of the Regulations governing insurance dispensing. Mr. Hardy writes:—

Three years ago, when appealing for support, I stated that while it is most desirable that the educational standard of pharmacy should be maintained, it is, in my opinion, necessary to take active steps to educate the general public and Government departments to the important part pharmacy plays and is destined to play in the life and health of the community, and I am in favour of a continued educational propaganda being adopted, so that a public demand will be made for the full recognition of the province of pharmacy, so that in public institutions all dispensing shall be performed by or under the supervision of a certificated qualified pharmacist, and so that in the Army, Navy, and other Government departments the standard shall be that of a commissioned officer, who shall rank for pension on that standard. The neglect of the Minister of Health to provide for the inclusion of a pharmacist as a chief poor law officer cannot be justified. There ought to be a mandatory clause compelling all local authorities to appoint a pharmacist as chief officer.

From the experience gained during the last nine years as a member of the Council, and of the Education, Law, Benevolent Fund and Organisation Committees, I am convinced that it is desirable to have in the House of Commons representatives who have a full knowledge of the practice of pharmacy; and so that "publicity" might be given to the members in the country I have regularly attended all the meetings of the Council and committees, and have not spared myself in visiting various centres and addressing meetings so that all the information I possessed should be given to those interested. The public and Government departments do not recognise the importance of the services given by the pharmacist in business.

The Pharmacy and Poisons Bill introduced on the report of the Departmental Committee demonstrates this clearly in the clauses dealing with listed sellers of poisons. It has been my policy during the discussions in Council and Committee strenuously to oppose indiscriminate and unnecessary additions to those now licensed to sell certain poisons. It is something that the Council's opposition to this has resulted in the Part II of the Poisons List being restricted to those articles which are used for purposes other than the treatment of human ailments. It will be the duty of those members of the Poisons Board appointed by the Council to see that the distributions of poisons as between Part I and Part II of the List is strictly in accordance with the provisions laid down in the report. It has been and will continue to be my pleasure to support those proposals which tend to benefit the pharmacists in the public services, and to this end to work in conjunction with the Public Pharmacists' Association. The retention fee and business premises registration fee will demand the most careful consideration, and these must be fixed at the smallest possible sum so that no undue hardship falls on the chemist in retail business. To this end will my advocacy be applied if my service has been satisfactory to you and I am elected again as one of your representatives.

Mrs. Freke

was co-opted to the Council of the Society in 1926 to fill the vacancy caused by the resignation of Miss M. E. Buchanan, and elected in 1927. Mrs. Freke, who is the wife of a South London pharmacist, qualified in 1898, and took an active part in launching the Association of Women Pharmacists in 1905. The first vice-president of the Association was Miss Buchanan, Mrs. Freke's predecessor on the Council of the Pharmaceutical Society. In 1923 Mrs. Freke was elected president of the Association. She is a manager of a central school and of a special school of the London County Council, and a member of the advisory committee of the Ministry of Labour on juvenile employment. Motoring and languages are among her other accomplishments. In reply to our request for a considered statement of policy, Mrs. Freke writes:—



MRS. FREKE

Mrs. Freke has served under seven presidents and on seven of the eight standing committees of the Council, and so should have a good knowledge of the work. One of the founders of the National Association of Women Pharmacists, she has realised that with the many women pharmacists on the Register, it is quite in order that one of them should take part in the administrative work of the Council. It is only by acting on the committees and taking part in the many phases of the work that one learns of the difficulties and appreciates the necessity for a careful outlook, but more particularly on the future prospects of the profession. Her programme for the future is to help in the task of bringing into smooth working the new Pharmacy and Poisons Act. It will be seen that many details require thoughtful adjusting before becoming acceptable to the majority of pharmacists, who will then be members of the Society. The Charter of the Society, the title "chemist" and the place-name "pharmacy" are now assured. Some time must necessarily elapse before new regulations can be put into force. A good deal of patience and vigilance

must be exercised so that hardships or undue pressure may not arise. A sound business knowledge and practical common sense, with a broad view for the future, will be useful factors in this. Mrs. Freke hopes to be of real value in this respect and that she may have the opportunity of exercising these powers.

Mr. Walter Deacon

was born and educated at Swindon, where he served his apprenticeship to Mr. Silas Daniel, Ph.C. Thence he went as an assistant to Mr. T. J. Barton, Bridgwater. After qualifying he became the proprietor of that business, and has since opened branches at Burnham-on-Sea, Glastonbury, Minehead, etc. He is keenly interested in the scientific side of pharmacy as well as the commercial, and is also an expert in radiography, being a member of the Röntgen Society. Mr. Deacon is a valued lecturer for the Pharmaceutical Society, and has given unstintingly of his time to its members in all parts of the country. He has also broadcast on



MR. W. DEACON

a number of occasions. He is keenly interested in the organisations connected with pharmacy, being chairman of the Somerset Branch of the Society, chairman of the Pharmaceutical Service Subcommittee for Somerset, and representative of the Somerset County Council on the Insurance Committee. Public life has claimed Mr. Deacon's attention for some years past; he has been Mayor of Bridgwater three times and is a magistrate for the borough as well as for the county. He is an alderman of the borough, chairman of several local committees, governor of two secondary schools, an administrative governor of Queen's College, Taunton, and has been recently added to the new Methodist Residential Schools Committee. Mr. Deacon was secretary of the local traders' association for fifteen years, and afterwards its president. He is an experienced public speaker. Mr. Deacon writes that his reasons for seeking re-election are in substance as follows:—

He is actually engaged in retail pharmacy, and is in daily contact with its problems.

He is optimistic about the future, and feels that the Pharmacy and Poisons Bill will greatly strengthen the position of the qualified chemist, but will need care in its administration.

Mr. Deacon stands for:—

- (1) Adequate recognition of the status of the pharmacist by the general public.
- (2) A progressive, but carefully thought-out and administered education policy which will meet the apprenticeship problem.
- (3) Further development of the Society's powers, especially in the direction of protecting the chemist in business and ultimately reserving for him all dispensing.
- (4) Best terms for National Health Insurance dispensing.

INFLUENZA A CENTURY AGO.—"The German papers stated that a disease called the griep, or influenza, is at present raging in Königsberg and other parts of Prussia. The mortality is said to be considerable."—From "The Times" quotations from its issue of March 29, 1833.

A copy of the current issue of "The Prism," a bright and entertaining chronicle of college life, has reached us from the Leicester College of Art and Technology. Pharmacy is represented by a humorous article and some clever cartoons.

Sporting Events

A MEETING of the London Chemists' Golfing Society was held over the Broxbourne golf course on April 30. The medal round for the Harker-Stagg prize was won by R. A. Daniels, 85-5=80. Other scores were as follows:—E. C. Pryce, 100-18=82; G. G. Gibson, 100-18=82; E. G. Nice, 91-8=83; J. Deas, 99-14=85; W. Deeth, 92-7=85. The bogey competition for the Gibbs prize was won by E. C. Pryce, who was four down; the next best were W. Deeth, R. A. Daniels and F. G. Wells, five down.

THE final round of "The Script" rifle-shooting tournament for the Maw challenge shield took place on the range of the Marylebone Rifle Club on April 25, between teams representing the South-Western and Northern associations. A closely contested match resulted in favour of the Northern team by three points. The teams and scores were as follows:—*Northern*, J. V. Walters, 96; G. G. Gibson, 95; A. R. C. Honiatt, 95; W. E. Swanston, 93; A. G. Felton (captain), 92; H. Stokes, 92=563. *South-Western*, G. B. Brook, 96; W. K. Fitch, 95; J. Inglis, 95; J. E. Monaghan, 95; A. M. Gardner (captain), 90; F. G. Wells, 89=560. The Keall cup—for the highest aggregate secured in the three qualifying rounds—was won by Mr. A. R. C. Honiatt (Northern), with a total of 296 out of a possible 300.

Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist and Druggist,' 28 Essex Street, London, W.C.2."

Observation Exercise in Chemical Analysis for Junior Students

SAMPLES of a powder will be distributed to applicants next week as an observation exercise. The powder is to be submitted to all the usual dry-way and other preliminary tests, the phenomena observed are to be fully reported, and the inferences to be drawn from these are to be stated. The reports sent in for examination will be judged principally upon the completeness and accuracy of the observations made and of the inferences from these. Students are requested to note particularly that a systematic analysis for basic and acidic radicals is not asked for and that credit will not be given for conclusions based upon the results of tests outside those commonly applied as preliminary.

Students' applications for samples of the powder (accompanied by a *stamped and addressed envelope*, not a stamp merely) will be received up to Tuesday, May 9, on which day samples will be posted. Students' reports will be received up to Saturday, May 20.

SPECIAL NOTICE.—The usual first and second prizes for this exercise will be awarded only to apprentices or assistants (not former tournament prize-winners) who are preparing for the Qualifying examination of the Pharmaceutical Society of Great Britain or of Ireland, and who have not passed in Chemistry in the Preliminary Scientific examination in Great Britain, in the Licence examination in the Irish Free State, or in Chemistry, Part I, in Northern Ireland, *which facts must be attested on their reports*. Others may obtain samples of the powder, and their reports will be separately adjudicated, but they will be regarded as *hors concours*.

A PHARMACOLOGICAL RUMOUR.—"While awaiting the arrival at Liverpool Street Station of the deportees from Moscow two women in the crowd discussed the trial. 'You know,' one told the other, 'when the poor things were in prison they were given a decoction of henna to break their wills.' 'You don't say,' was the companion's comment. 'Yes,' added a bystander who had overheard the conversation, 'that was to make them see Red.'"—"The Morning Post."

Trade Notes

MEGGESON & Co., LTD., New Church Street, Bermondsey, London, S.E.16, have introduced two new lines which will give chemists an opportunity to take advantage of the present vogue of glucose. Meggeson's Glucose Lemonade Thirst Quencher is a compound of cane sugar and lemon with 20 per cent. of medicinal dextrose. It



dissolves in cold water to make a refreshing drink. Grape Fruit and Glucose Drops present a most acceptable and refreshing medium for the administration of glucose to children and adults. Both of these products, which are packed in attractive bottles distinctively labelled, may be taken freely by invalids.

INTERNATIONAL SPONGE IMPORTERS, LTD., London, W.C.1, have recently made new arrangements in respect to their buying on the Mediterranean sponge fisheries. Their principal buying centre is at the island of Ægina, where Cresswell Brothers owned land and warehouses, and a residence for Mr. George Brown, their buyer for over forty years. These were taken over by International Sponge Importers, Ltd., on the formation of the company nearly thirty years ago. Mr. Brown has been assisted by his younger brother, Mr. Alfred Brown, who has been recently appointed by the company as their buyer at Symi, off the coast of Asia Minor, one of the two most important islands in the sponge trade. Mr. Alfred Brown will reside at Symi, where he will transact all the business connected with receiving, preparing and forwarding the sponges for the company.

THE illustration below is of the latest showcard and display arrangement issued by A. Bourjois et Cie., Ltd., 4 Water Lane, Blackfriars, London, E.C.4, in connection

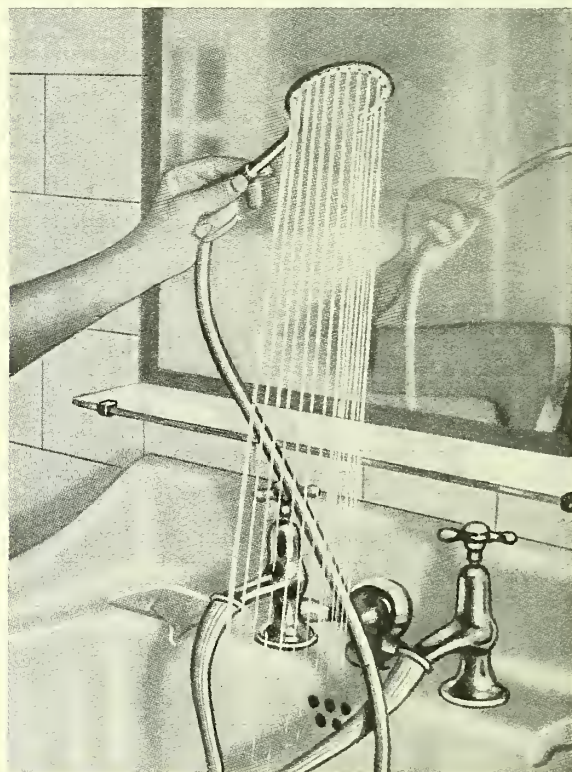


with their Evening in Paris perfumery products. The stand, when erected, measures 18 in. by 15 in. by 4½ in. and would form a highly attractive centrepiece for the window or counter.

GLYMIEL FACE CREAM, a new product introduced by Osborne, Bauer & Cheeseman, Ltd., 258 Euston Road, London, N.W.1, is the subject of a special offer, particulars of which are given on another page.

SENNA ADVERTISING.—Considerable interest has been aroused in the trade as to the sponsors of the recent advertisements in connection with senna pods (see C. & D., March 18). The importers responsible for this publicity are Harrison, Clark, Ltd., 16 Water Lane, London, E.C.3, and John Ronaldson & Co., 15 Seething Lane, London, E.C.3.

DOLFIN SHOWER SPRAY.—L. S. Mayer (London), Ltd., 79 Fore Street, London, E.C.2, have drawn our attention to this useful bathroom accessory which they supply. It comprises a rubber tube (the double one is shown herewith) and a chromium-plated spray. The hose portion is supplied in three shades—jade, blue, primrose



—and the outfit is packed in a coloured box. In addition to its use as a semi-permanent fixture in the home the shower spray should be particularly appreciated by travellers. It is obtainable through the usual wholesale channels.

HOT WATER BOTTLES.—P. B. Cow & Co., Ltd., Stratford Common, London, S.W.16, urge both wholesalers and retailers to place their orders now for supplies of hot water bottles during 1933-34 season. Three of the company's bottles are illustrated elsewhere in this issue, and a descriptive brochure relating to them will be sent to any of our subscribers on application.

A NOTABLE DEVELOPMENT.—Dakin Brothers, Ltd., manufacturing chemists, 82 Middlesex Street, and Bishopsgate, London, E.1, who have been established in the City for 113 years and are well known exporters, have recently carried out a thorough reorganisation, including the installation of modern machinery. The company, the directorate of which has been strengthened by the appointment of Mr. F. H. Budden as managing director, now invite inquiries for drugs and packed goods from the home trade.

ANDREWS LIVER SALT.—Scott & Turner, Ltd., Gallowgate, Newcastle-on-Tyne, are to present £50 to the retailer who supplies the winner of the first prize in their title competition with the tin of Andrews from which his or her disc is taken.

HYPNOTIC PRODUCTS.—Buitouhs Wellcome & Co., Snow Hill Buildings, London, E.C., have added to their list the following three hypnotic products:—Tabloid phenobarbitone, gr. j.; tabloid phenobarbitone soluble, gr. j.; tabloid barbitone soluble, gr. v. These products are issued in bottles of 25 and 100.

Births

Notices for insertion in this column must be properly authenticated.

NYBLAD.—At Kewstoke, Tennyson Road, Newport, Mon, on April 27, E. W. Nyblad, M.P.S. (*née* Shelley), wife of C. A. Nyblad, M.P.S., of a daughter.

Marriages

BURTON—DRAKE.—At St. David's Church, Neath, on April 22, Frank R. Burton, chemist and druggist, Wellington, Shropshire, to Alice Margaret Drake.

DUNCAN—DAVENPORT.—At St. John's Church, Bromley, Kent, on April 11, W. L. Duncan to Doris Margaret, eldest daughter of Mr. R. C. Davenport, chemist and druggist, Bromley.

EAGLESFIELD—HINDLE.—At the Parish Church, Bolton-le-Sands, Carnforth, on April 15, Philip Eaglesfield to Catherine Eleanor Hindle, chemist and druggist, elder daughter of Mr. F. Hindle, chemist and druggist, Bolton-le-Sands, formerly of Sheffield.

ELFORD—MADDEVER.—At Wesley Church, South Petherwin, Cornwall, on April 26, by the Rev. G. A. Vernon, assisted by the Rev. H. Walker-Price, Thomas M. P. Elford, M.P.S., only son of Mr. T. M. Elford, chemist and druggist, White-Ladies, 27 Lyndhurst Road, Plymouth, to Kathleen Mary, second daughter of Mr. R. Maddever, Rosewood, South Petherwin.

FERRIER—WATT.—At Larbert, Stirlingshire, recently, James Ferrier, chemist and druggist, Grangemouth, to Jean Watt.

GREEN—MYLES.—At Pollokshields West Church, Glasgow, on April 17, Leslie Herbert Arthur Green, chemist and druggist, Kimberley, Notts, to Harriet Davidson Myles.

HOLT—TAYLOR.—At Radcliffe, Manchester, recently, Harry Frederick Leighton Holt, chemist and druggist, Churchtown, Southport, to Hilda Taylor.

JOYNER—WILSON.—At St. Phillip's Church, Fairfield, Liverpool, on April 17, John Henry Joyner, chemist and druggist, to Annie Jean Wilson.

LAKE—MITCHELL.—At St. David's Church, Exeter, recently, Roland Hinton, only son of Mr. John W. Lake, chemist and druggist (Hinton, Lake & Son, Ltd., chemists), to Audrey Mary Mitchell.

MCGIFFIN—BIRD.—At the Hoylelake Presbyterian Church, Birkenhead, recently, by the Rev. R. Howell Williams, William G. McGiffin, M.P.S., to Margaret Bird.

NIXON—SHAW.—At the Parish Church, Golcar, Huddersfield, on April 18, Edward Nixon to Hannah Margaret, only daughter of Mr. S. T. Shaw, chemist and druggist, Golcar.

ROBERTS—CHURCHER.—At Broadwater Church, Worthing, on April 15, G. Norman Roberts, M.P.S., Shaftesbury Avenue, Chesterfield, to Lilian G. B. Churcher, King Edward Avenue, Worthing.

RYMER—BUNTING.—At the Parish Church, Barnsley, on April 17, Frederick Russell Rymer, Ph.C., to Jessie Bunting.

VINOLIA CO., LTD., Bebington, Cheshire, have available some new and attractive display material for their baby powder and Lypsysl. These showcards will be sent on application to any chemist who can make use of them.

SOUTHALL BROTHERS & BARCLAY, LTD., manufacturing chemists, Birmingham, have placed on the market, under the name Tymo, a toilet roll impregnated with wild thyme odour and wrapped in cellophane. Chemists in business can obtain a sample free of charge by using the coupon in the company's advertisement appearing elsewhere in this issue.

STEWART—STEPHENS.—At St. Jude's Church, Belfast, April 20, Alexander Stewart, Ph.C., to Elizabeth Stephens.

TILEY—HUGHES.—At St. Mary's Church, Clapham Park, London, S.W., on April 29, William T. Tiley, chemist and druggist, Clapham Common, to Edith Margaret Hughes, chemist and druggist, Paddington, W., only daughter of the late Mr. Richard Hughes, M.P.S., London, W.

WILLSON—SHERWOOD.—At St. Luke's Church, West Hartlepool, on April 17, Harry Courtenay Willson, chemist and druggist, Bradford-on-Avon, to Muriel Sherwood.

Deaths

ASPINALL.—At Providence Hospital, St. Helens, recently, Mr. Thomas Aspinall, chemist and druggist, aged sixty-three.

BABB.—At Hastings, on April 13, Mr. James Babb, Ph.C., aged seventy-eight.

CARREL.—On April 15, Mr. Henry Charles Carrel, chemist and druggist, Grays, aged sixty-eight.

GRIFFITHS.—At his residence, Rallt, Bodedern, Anglesey, recently, Mr. Edward Griffiths, chemist and druggist, formerly in business at 1 Manor Road, Liscard, Wallasey, aged seventy-two. Mr. Griffiths retired a few years ago, and his interests in the business were acquired by his partner, Mr. E. Herbert Jones, chemist and druggist.

HOPE-STONE.—At 17 Lidderdale Road, Liverpool, on April 10, Mr. Solomon Hope-Stone, chemist and druggist, aged forty-four.

INGHAM.—At Hertford County Hospital, recently, Mr. Herbert Ingham, chemist and druggist, High Street, Hoddesdon, aged forty-one. Mr. Ingham was a member of the Hoddesdon Traders' Association.

MILNE.—At the Royal Infirmary, Aberdeen, on April 20, Mr. Thomas Milne, chemist and druggist, aged fifty-six.

POLSON.—At 34c Green Street, London, E.2, on April 11, Mr. David Polson, chemist and druggist, aged forty-four.

WALDRON.—At Leamington, on April 17, Mr. Arthur Waldron, chemist and druggist, aged seventy-six.

WALTON.—At Jarrow-on-Tyne, on April 6, Mr. John Walton, chemist and druggist, aged eighty-one.

WILL.—On April 29, suddenly, Mr. Robert Will, a director of William Davidson, Ltd., wholesale druggists, Palmerston Road, Aberdeen, aged sixty-two. Messrs. Davidson's business was established by William Davidson and James Sim in Castle Street, Aberdeen, in 1866, and was removed to Palmerston Road in 1901. On the conversion of the firm into a limited company in 1908 Mr. Will, who had for some time represented Messrs. Davidson in the city and county, became a director. His connection with the business extended over a period of forty years.

WILSON.—At Leith, on April 15, Mr. William Wilson, chemist and druggist, aged forty-five.

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An attractively written book, dealing with the plants mentioned in the examination syllabus of the various pharmaceutical examining bodies. Botanical terms which at first sight are forbidding in appearance are explained so that the meaning is made crystal clear. A useful gift for apprentices and assistants who have not passed the qualifying examinations. Price 5s., by post 5s. 4d.

THE ART OF DISPENSING

The tenth edition of this well-known work is now ready. The book has been thoroughly revised and considerably improved, while maintaining the features which have made it so popular with several generations of students. It is kept by chemists in the dispensary for ready reference in cases of difficulties arising in the course of the day's work. Price 8s., by post 8s. 6d.

VETERINARY COUNTER PRACTICE

Chemists interested in veterinary practice will find the work indispensable, as it deals with the ailments of horses, cattle, sheep, pigs, dogs, and poultry, and the remedies that can be supplied. New edition 1930 (Eighth) brings this book thoroughly up to date. Price 7s. 6d. net, by post 8s.

THE PHOTOGRAPHIC CHEMIST

This is a concise guide to chemists commencing and carrying on a photographic department. The book is a reprint of the treatise in *The Chemist and Druggist* Diary, 1926, with additional chapters and formulas. Price 3s. 6d., by post 3s. 8d.

WOOTTON'S CHRONICLES OF PHARMACY

In two vols., maroon cloth, comprising 770 pages. Price 10s. 6d. net, by post 11s. 3d.

PRACTICAL METHODS OF URINE ANALYSIS

This department of chemistry is one which those behind the retail counter can profitably cultivate. The object of this book is to give chemists exactly the information they want on the subject. The book was written by a pharmacist who was an expert in this work, and has been revised by a medical practitioner and lecturer of long experience in clinical analysis. (Fourth Edition). Contains 97 pages. Price 4s. net, by post 4s. 3d.

Published by "The Chemist and Druggist"

28 Essex Street, LONDON, W.C.2

Branch Offices : Manchester and Sheffield, England ;
Glasgow, Scotland ; Melbourne and Sydney,
Australia ; Auckland, New Zealand.

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

B/25. Kremia hair tonic	B/35. Glucal
B/25. Haufmann's hamamelis	B/25. Dr. Ashby's feeding
salve	bottles
S/24. Small rubber rollers for	M/35. Gastromine tablets
massaging the gums	S/45. Dales Saline

THE CHEMIST AND DRUGGIST

VOL. CXVIII.

MAY 6, 1933

NO. 2778

The Dollar and Realities

THE cause of the American dollar going off the gold standard was not an economic one directly affecting the gold strength of that currency; the devaluation was carefully conceived and the subject of deliberate action in pursuance of a definite policy. It was a political movement aimed at achieving a specific object, namely, to endeavour, by this artificial means, to retrieve some of the foreign trade which America has lost during the past year or two. In order fully to appreciate the significance of this ordered and, no doubt, controlled, cheapening of the dollar, it is necessary briefly to review the developments and ultimate results of the forced departure of sterling from the gold standard. In the autumn of 1931, when the £, through pressure from outside, was first put at a discount to gold, there was some ground for fearing that sterling might run right out to an extremely low exchange value; but the strength of, and possibly the widespread confidence in, sterling was such that the first shocks of the movement were easily withstood, and in due course the £ settled down to its normal international exchange value, showing a discount from par of about 30 per cent. While it was appreciated that this was likely to, and actually did, considerably improve our position as sellers in the world's markets, it was also assumed it would probably mean that the many raw materials and commodities which we are bound to import in huge and regular quantities would cost us more. Yet, such was the influence of sterling, combined with world pressure to sell, that there has been no rise in purchasing prices to us of such goods; in fact, on average, we are to-day buying cheaper from overseas than we were when the £ was on gold. It may, of course, be said that had sterling remained at par we should have purchased our requirements from overseas at even cheaper prices; but there is no proof of this. It is, we believe, on the other hand, reasonable to view the outcome of the devaluation of sterling, and its effects on our international trade of the past eighteen months, by stating that, first as sellers, it gave us a definite advantage over our gold currency competitors, and secondly, as buyers, we have not suffered to an extent at all comparable with the exporting advantage. Gold as a common basis of world commodity values had lost much of its former sway, being supplanted by sterling.

Manipulation of Currencies

America, with her gold dollar, experienced considerable losses in shipment business under such conditions; the dollar was a substantial premium on her goods, and her shipments have steadily

diminished. To overcome this handicap, it is now proposed to fix some artificial ratio for the £ and the dollar. This may or may not be done; even if it is, sooner or later the £ may be forced to break away and once more find its proper level. Recent American legislation provides for the gold content of the dollar to be reduced by not more than fifty per cent.—one half its former gold value. If put into operation to its full extent we should have no alternative but to take action that would have an equivalent effect on the world value of sterling. The manipulation of currencies in order to obtain an advantage over a competitor is in effect another form of tariff war, and can only make the real problem of reviving world trade more acute and difficult to solve. Whether the dollar is on gold or not, so long as America holds the bulk of the world's gold and persists in adding to her financial strength by drawing regular instalments of bullion from her debtors, particularly this country, just so long will it be useless to set up an unreal exchange value for the dollar.

The London Conference

The main commercial objects of the forthcoming World Conference to be held in London next month are, we understand, first to see if any combined action on the part of the nations concerned can bring about a recovery in world trade, and secondly to raise commodity values to an economic level. The two points are closely related: recent experience has shown that the sale value of an article is almost entirely a question of demand and not so much the cost of production. We do not subscribe to the view that there is world over-production of any commodity; rather, we believe, there is chronic under-consumption, and that this factor alone is the cause of commodity prices being at their present ruinous levels. We suggest that commodity values can only recover with a general revival of international commerce, and that is only likely to be achieved when the nations are allowed to use for commercial purposes an adequate amount of gold. Two-thirds of the world's bullion is at present in cold storage; in ordinary circumstances this gold would circulate as the means to trade between the nations, moving backwards and forwards between buyers and sellers. When one-half of the world has disposed of most of its "means to trade" in payment of war debts, etc., to the other half, the result must be that the trade of the whole world suffers accordingly. That is the position the London Conference has to face; the solution is not difficult to discover, although it may be exceedingly difficult to give effect to. Tariff barriers, manœuvring with exchange rates and similar self-interested actions, may provide temporary relief to individual countries, but they do not touch the real problem. If the Conference succeeds in coming to agreement whereby gold is released for commercial purposes sufficient to carry on the world's normal trade and declines to inflict conditions on the debtor countries to the commercial advantage of their creditors, then we may reasonably look for a sure and steady return to improved trade and with it economic values.

American Pharmaceutical Notes

By Herbert Skinner, Ph.C.

(Concluded from the C. & D., April 29, p. 467.)

The Survey

The director of the survey pointed out it took place in St. Louis and Denver, but St. Louis was wholesale and retail distribution, including the city and 200 mile radius. The sections providing the data varied in number according to the intent, but there were visited 608 stores in the city and 200 outside. It was found on investigation that the purchases per head from the retail drug stores in St. Louis in 1929 was \$22.40, in some of the centres it fell as low as \$1.60. In the test stores of the city the prescription business was 10 per cent. of the sales, while in the country it was very much lower. An attempt was made to find out the cause of the impulse to purchase in the passer-by but this was not found to be very conclusive. The director states "Though a portion of the drug business is built on health needs, the greater portion needs to be created by aggressive merchandising, and for this end location is a very important factor. High rent and poor location put more druggists out of business than any other factor." Again, to the surprise of the British pharmacist, he says: "The drug store is predominantly a man's institution. This is true whether considered in terms of number of customers or value of purchases. The number of men entering the stores is greater than women and children combined. Windows are designed to catch the eye of the feminine shopper, since passers-by looking at windows are predominantly women," and the advice given is "The drug store needs to redirect its sales effort so as to cultivate more strongly its masculine market. The analysis affirms that only one in eight bought more than one item at a visit, the average sale being 30-35 cents, which means a large margin is necessary to cover the fixed charges. The first point is attractiveness in inducing the customer to enter, and after that comes the question of retention and return.

Attracting the Customer

The principal elements are price, service, integrity, and personality. The factors influencing people on the sidewalk to enter the shop were found to be store prestige rather than current advertising, secondly, advertising rather than window display, but accessibility rather than any of these three. His statement that store prestige is of greater importance than current advertising was based upon convincing evidence from the survey. On the other hand, current advertising helps to build up store prestige.

A customer may buy other items mainly by visibility of products having an obvious use, and the wider the variety and display the greater the inducement to buy. Another point arising in the general conclusions is that "Cut price sales to develop the customer belief that a store sells on a low price basis was negated by the survey as buying was almost always confined to the cut price lines." That should give food for thought with those who cultivate it on this side. He goes on to say that successful advertising, in creating a capacity crowd in the store, automatically cuts down the opportunity for sales by direct suggestion or persuasion. The result is that most of the time of the special sale is spent in passing out the advertised leaders to customers who already know what they want. The tendency where this method is adopted is to increase the demand for branded goods which the customer can ask for by name.

How to Sell More

The evidence shows that it costs more in time and effort to persuade a customer to accept an item different from that asked for than it does to sell a larger quantity of the desired articles. It is satisfactory to know that observations show that substitution in the 60,000 drug

stores in the country is negligible. It is stated that "One of the greatest gaps in the information necessary to the formulation of sound merchandising policies in the drug trade has been an accurate evaluation of the profit-making possibilities which each item holds for the retailer. Allocation of operating expenses to commodity items or to departments is seldom made. Judgments are passed whether items are profitable or unprofitable to handle, and these policies profoundly affect trade practices and attitudes, which should be based on accurate determinations of cost. It is unsound to apply an operating cost ratio for the business as a whole to individual items, since some commodities will produce a profit on a much narrower margin than others. Gross margin, however, is usually the method adopted, and retailers look with disfavour on all products carrying a margin less than the gross margin for all items in stock." The only means for identifying items which lose money is by a fair assignment of operating expenses to all commodities. A close analysis showed that the factors which determined the true profit resulting from the cost analysis survey were four: Gross margin, turnover, unit of sale, and special handling requirements. Faulty judgments were bound to arise from too much reliance on any one factor; there must be true balancing of all factors or a false position is created. It is well known that commodities with small gross margins may actually produce net profits while those with large margins may produce a loss.

Turnover alone does not assure profits since rapid movement may serve merely to pile up losses if a loss is involved on the individual transaction. At the same time some operating costs may fairly be treated as flat rate charges placed against all transactions, though this system is a heavy penalty against the commodity on which the value of the typical sale is small. In turning to the prescription department it is found that the principal cost hazard is the fixed volume of business in the face of an increasing cost trend for the special services which this department provides.

Summary

The director summed up the findings of his department as follows:—

- (1) The retail trade does not engage in aggressive merchandising and does not capitalise its opportunities for the creation of demand.
- (2) The essential basis of aggressive merchandising is organisation rather than high pressure tactics in advertising or the sales interview.
- (3) A redirection of sales effort is suggested by the predominance of men among customers, by the small number of multiple sales and by observed customer reactions to sale devices.
- (4) Location and rental problems are of paramount importance.
- (5) Store modernisation is overdue because of the many new departments in the drug store which have not been fully assimilated.
- (6) A basis for pricing from operating cost rather than from competitive considerations is urgently needed and would go a long way toward clearing up some of the issues now disturbing the trade.

Prescription Department

As dispensing is a primary function of a pharmacy, and the same applies to a drug store, it will be interesting to analyse the survey of the prescriptions dealt with annually in U.S.A. The survey puts the figure at 165,000,000, if repeats are included. The number of retail establishments to do this work is given

as 60,000. It is admitted that few of these establishments could survive on their prescription department alone, but it is true that in a very large proportion the commercial departments are a valuable means of making possible a wide dispensing service. In the official analysis of this prescription business the director says "The drug store ranks high in the regard of the people it serves, not because it sells cigars, sodas, and candy, but in spite of that fact. The major portion of the business of the average independent drug store is devoted to public health." The survey of drug stores in the city of St. Louis gives an interesting picture of pharmacy as it is in a great centre of the United States. Intensive analysis was conducted in thirteen stores representing types rather than district groupings. There were two chain units, each of a different national chain and eleven independent retailers. Every type of the community was represented and the turnover varied from 20,000 to 500,000 dollars annually. A distinction is drawn between those shops practising professional pharmacy only and those where the prescription department is merely nucleus in the cash turnover. Liquor prescriptions are filled in certain stores but the number is not so large as has sometimes been suggested.

Sales Volume of Stores		Prescription
(N.L. means non-liquor dispensing.)		
1 Chain	\$500,000	Shopping area; N.L.
2 Chain	250,000	Theatre district; soda fountain; prescription small.
3 Independent ..	77,000	Residential; above average; N.L.
4 Independent ..	75,000	City; above average.
5 Independent ..	55,000	Suburban; N.L.
6 Independent ..	49,500	Apartment houses.
7 Independent ..	47,000	Passing business; below average; N.L.
8 Independent ..	44,000	Doctors' offices and hospitals; average.
9 Independent ..	33,000	Doctors' offices near; half prescriptions.
10 Independent ..	32,000	Rooming house district; less than average.
11 Independent ..	31,000	Suburban; average; N.L.
12 Independent ..	28,000	Small detached homes; below average.
13 Independent ..	20,000	Low income area.

In the last one, the prescription department accounts for nearly half the business from persons coming from the doctors' offices upstairs. The 72,828 prescriptions filled at these stores were analysed and the value of these prescriptions dispensed varied from 2,000 to 15,000 dollars in value in the twelve months. A study of 2,300 sample prescriptions yielded an average price of 1.03 dollars. The percentage of total sales in prescription value in store chain (1) is 3.12 per cent.; while the average in the independent stores was 16.39. The non-prescription sales from the department averaged 6.16 per cent. of total sales. In one test of 50 days the average cost of each non-prescription sale was 27.6 cents. The sales were of drugs, essential oils, and packed lines. The average new prescriptions to repeats was 1,569 to 528 during six months, the relative value being 1,486.61 to 524.38 dollars, and the average price 0.95 to 0.99. Prescriptions were more numerous during winter than summer, showing about 6 per cent. increase.

Sales Increase

It is suggested that sales of goods can be improved by increasing the number of buyers and by an increase in the value of each customer's purchases, but frequently in these departments no attention is paid to that fact.

A traffic study during the survey showed only a small percentage of passers-by looked at drug store windows because they were similar to others, such as fancy goods stores. The surveyor suggested breaking away from stereotype windows and the installation of a professional or educational display. The director says: "It is very often difficult to differentiate, from the window display, between a drug store and a tobacco shop. Such a difficulty could easily be surmounted by resurrecting the old symbols of pharmacy, the show globes and the gilded mortar and pestle. Hospital supplies, first-aid equipment,

and so on could complete the window display. Such a display might attract more customers to the prescription department and probably it is no more difficult to obtain an increase in the average sales. Pharmacists might legitimately use their particular knowledge profitably in suggesting purchase of the auxiliary items of a domestic and sick-room character."

Prescription Stock

In four completed analyses the prescription stock accounted for nearly one-fifth of the value of total inventory and one-third of the total number of items carried in the stores. It follows that the average investment for this department is less than the average item for the remainder of the drug store. In proprietary medicine stock the items accounted for a little more than one-fifth of the total value of the store inventory and represented slightly over one-quarter of the total number of items carried. Throughout, it was found that prescription stock showed a greater number of items than the proprietary medicine stock. The figures show 41.13 per cent. of the total inventory investment and 59.23 per cent. of the total number of items carried by the four stores. The average value of the stock per item for four departments of one store showed:—

Prescription department	\$0.97
Proprietary medicine department ..	\$1.65
Toilet preparations department ..	\$2.06
Toilet articles department	\$4.08

Over 57 per cent. of the 23,963 prescriptions were priced at 0.75 to 1 dollar. The analysis shows: 248 over 2 dollars; 659 at 1½ to 2; 4,256 at 1 to 1½; 13,677 at 0.75 to 1.00; 4,513 at 0.50 to 0.75; 591 at 0.25 to 0.45; 19 at 0.10 to 0.20. A further analysis showed that the average cost of prescriptions was 0.97; the specialty ones being 0.96, the combination of specialty and official 0.98, while the official U.S.P. and N.F. was 0.96 dollars. Says the report: "One of the most interesting facts shown was the wide variation among the stores in regard to prescription prices, with no indication of the responsibility of any factor other than management." . . . "There was a wide variation in price based more on size than on cost of ingredients." One store charged 1.25 dollars for a prescription 4 oz. size containing codeine phosph. with two specialties, when the ingredient cost alone was 0.90. The same store charged \$1.40 for

Tr. opii 3ij.
Mist. magnes. hydroxid. ad 3viij.

which was about as foolish as several instances shown up recently in the C. & D. Another store charged \$0.60 for 20 tablets of a specialty nature, while another store charged \$0.75 for 40 of the same tablets. Folly in pricing is not entirely confined to this side of the Atlantic. Out of nearly 24,000 prescriptions 248 were priced over 2 dollars. Of the high priced ones examined ninety-six showed twenty-two official prescriptions, ten of which were glandular and five biological, others were specialties or mixed.

Form of Prescriptions

Of the 23,963 prescriptions 61.29 per cent. were for liquids, 17.51 capsules, 9.91 tablets, making a total of 88.71. The other forms of medication were fairly distributed. The report echoes a British plaint: "This is another of the pharmacist's problems, as he must stock many of these items with little or no demand in order to be prepared in case there is a request for them, particularly those items subject to emergency call." But unfortunately no solution for this variegation of medical mental functioning is offered. The volume of liquid ordered on 14,688 prescriptions was as follows:—

16 oz. = 1.16 per cent.	3 oz. = 21.86 per cent.
12 oz. = 0.80 per cent.	2 oz. = 13.98 per cent.
8 oz. = 3.60 per cent.	1 oz. = 11.61 per cent.
6 oz. = 11.45 per cent.	½ oz. = 5.41 per cent.
4 oz. = 27.48 per cent.	2 dr. = 1.56 per cent.
miscellaneous 1.53 per cent.	

A knowledge of sizes required facilitates stock of bottles, and several suggestions on this very simple problem are offered. Why on earth does a physician wish

to travel through all sizes from two drachms to sixteen ounces? Surely rationalisation in quantities would benefit all concerned.

Skill in Compounding

An attempt was made to analyse the numbers according to skill required of the pharmacist, and it was shown that 17,022 or 75 per cent. of the total required that special ability. There were others requiring special skill, and it is stated that regardless of any outside influence a druggist could expect to find that from 50 to 85 per cent. of the prescriptions filled require skill in compounding, with the proportion nearer the latter figure. Capsules are much more used in America than in Great Britain, and a close analysis of size was made of the 4,196 prescriptions calling for dispensing in capsule form. The variation in size used is well expressed: "Indication of the size of capsule used can well be considered a step towards greater efficiency, for it anticipates any possible customer criticism and loss of confidence in the pharmacist."

Legibility

It is recorded that 11.12 per cent. of the prescriptions analysed were written in the metric system. "Poor legibility," says the report, "is a costly factor, as it often delays the filling of a prescription until the druggist can communicate with the physician," and conceivably might easily lead to the wrong ingredient being used. Examination showed that 749 or 3.13 per cent. were difficult to read. The remedy suggested is a closer association between the medical and pharmaceutical bodies.

Counter Prescribing

A survey was made over a large area and a questionnaire issued: "To what extent do doctors in your community do their own dispensing?" The table of replies is best shown complete.

Druggists' estimate of towns' total dispensing done by physicians	Population of Towns		All Towns
	Under 5,000	Over 5,000	
All	40.58	5.26	32.9
Majority	18.84	26.32	20.46
Considerable	26.64	36.84	27.27
Little or none	15.94	31.58	19.32
Total	100.0	100.0	100.0

The druggists confessed they did little or no prescribing and confined themselves to recommending whenever asked for an opinion.

One phase of the examination makes it a little clearer. It was estimated that there were 2,000 doctors in the city of St. Louis: one manufacturer had 50 dispensing doctors on his books, another 200, a third which catered for the business had 349, but obviously the position requires much closer analysis than the survey gives, and would represent nothing like the dispensing doctor problem in England and Wales.

Frequency of Ingredients

The analysis showed 25 per cent. called for specialties, 50 per cent. for official drugs, and the remaining 25 per cent. were mixed. In one individual store 2,300 prescriptions required 809 ingredients, of which 328 (41 per cent.) were used once and 122 twice. Only 14 per cent. of the ingredients occurred more than ten times. Four stores carried 1,231 items in the prescription department, and yet an average of only 608 were used in eight stores studied. From eight stores 15,063 prescriptions were examined to find out the leading ingredients. Out of 1,746 different ingredients prescribed, only 231, or 13.2 per cent., appeared as often as twenty-five times: eighty were chemicals, eighty-one galenicals and seventy were manufacturers' specialties. Further, the 231 ingredients

were used an average of 123 times each, appearing a total of 28,573 times in the 15,063 prescriptions studied. The chemical numbers, however, were 191 times, which greatly exceeded the other groups. The following is interesting:—

Acetylsalicylic acid occurred	992 times
Phenacetin occurred	916 times
Sodium bicarbonate occurred	567 times
Sodium salicylate occurred	559 times
Caffeine citrate occurred	534 times
Glycerin occurred	407 times
Potassium iodide occurred	350 times
Codeine phosphate occurred	309 times
Tincture of digitalis occurred	219 times

Specialties of seventy manufacturers were found to be leading ingredients. The respiratory group showed eleven specialties yielding 1,090 times prescribed; hypnotics, eight varieties 706 times; analgesics, seven varieties 1,088 times; laxatives, five varieties 507 times. Certain varieties had the exact equivalent in official drugs, the former being leading lines and the latter being seldom ordered. It would seem there is the same tendency to prescribe branded lines in U.S.A. as in this country, and apparently the same need for extending medical and pharmaceutical education on a more understandable pharmacological basis.

This survey of drug stores is a mine of information, and reveals that stores in Missouri having fountains showed drug sales to be 22.6 per cent., prescriptions 8.9 per cent., surgical supplies 1.5 per cent. Those without fountains showed the same proportion in drug sales and more than half their business in dispensing prescriptions. In the city of St. Louis it was found that soda fountains accounted for 19.5 per cent. of the business and the filling of prescriptions for 20.1 per cent. In Missouri State, in the year 1929, 2,336 drug stores transacted \$60,000,000 of business; in St. Louis 608 stores \$18,393,000 or 3.9 per cent. of the whole retail business of the city in 1929. For the nation, 58,000 drug stores had total sales of \$1,684,000,000 or 3.36 per cent. of the total retail trade of the country.

Chain Stores

There are 3,513 chains of four or more units each, and their sales amounted to \$312,301,721 in 1929. It is stated that of 249 chains with 3,513 units 169 operated with fountains and 80 without. The 249 chains employ 31,861 full-time, 1,556 part-time persons, and have a pay-roll of \$41,981,491. Operating costs reach \$44,356,022, including rents \$86,337,513, or a ratio to sales of 27.6 per cent. Rent ratio is 7.43 per cent. to sales, computed on the basis of rent paid for 3,451 stores on wholly leased premises and sales therein. Their stock at end of the year was \$40,754,028, which at retail values would indicate a turnover of 5.2 times per annum. In the case of chains operating without fountains, business amounted to \$23,620,924 in comparison with a total chain turnover \$288,680,797.

Four chain stores showed an annual turnover exceeding \$9,700,000 each; their combined amount is greater than the other 245 chains together. Stores giving credit show an operating cost 2½ per cent. higher than those trading for cash. It is stated the drug stores persist as the size of a city decreases, but the number of stores decreases quicker than the population.

The following is a typical turnover analysis of a middle-class store "uptown":—

Proprietary	11.00
Hospital	4.09
Toilet goods	8.76
Sundries	11.50
Confectionery	4.59
Tobacco	8.44
Fountain	38.60
Prescription	13.02

100.00

Drug Store Activities

The census showed that in St. Louis in one year \$18,426,122 was spent in the drug stores. The sales data show that the average amount per sale is 30 cents. It is found the drug stores cluster thickly in high-rent districts. The survey defines the work of a drug store as two processing departments—soda fountains and prescription departments exist side by side, and the analysis of sales of one selected store for one week showed:—

Department	Number	Value	In dollars, Average
Cigar	1,182	218.75	0.19
Soda	1,604	300.48	0.19
Drug	3,830	1,134.86	0.30

"The prescription department is responsible for the most impulse selling, resulting in multiple sales."

The analysis of circulation of individuals in the stores showed that women move about much more than men.

Historically the fountain grew directly out of the prescription department; the origin being "carbonated water" dispensed in the drug store as a remedy for indigestion. The two departments are now, however, violently contrasted. One often resembles what we call "snack bars," but in the prescription department some effort is made to preserve its ancient characteristics. In the twenty-eight summaries of requirements with advice from a critical survey and analysis of results, the last one, No. 28, has a strong appeal: "Use of price tags with merchandise on display, since the message of display is not complete unless price is shown."

Compounding activities where they can be seen are of real interest to the lay public and are of promotional value to the store. There is little to be said for the closed room, and the department is much more likely to be kept tidy if it is open to view. Orderly prescription work space adds to customer goodwill, where a glimpse of an untidy room gives an unfavourable impression. Display can truly be effective in a prescription pharmacy which adds considerably to prestige.

Failures

Analysis of each of the thirty drug stores that failed showed the average overhead costs were 10 per cent. greater than the same costs for a group of forty active stores in the same city. Bad debt losses were twelve times larger in comparison with others when expressed as percentage of total sales. In only two of the thirty concerns studied was there a satisfactory attempt made to keep adequate records. Creditors should consider the absence of an adequate set of books on the part of a merchant a pronounced danger signal. It was found that the average rent for the failed stores was 10.6 per cent. of net sales, whereas forty active ones were paying 4.7 per cent. The assets are usually frittered away before getting into the hands of creditors. In the stores studied, scheduled assets were 59.4 per cent. of the scheduled liabilities; in eleven of the failed stores only 39 per cent. A knowledge of the wrong way to operate a business is perhaps just as important as an appreciation of the right way. Continuance in business is largely dependent upon the constant improvement of inferior methods. Administering to a weak business an overdose of credit is bound to lead to disaster. During 1930 the average profit for a successful group was 3.8 per cent. of sales and the average turnover was slightly in excess of \$35,000. It is stated that 50 per cent. failed through lack of capital, while that borrowed at the time of origin in twenty out of the thirty stores was over 70 per cent. One of the causes of failure was inability to take advantage of trade discounts. Sixteen out of thirty claimed poor location as a primary cause, though creditors only admitted this applied to eight.

Times of turnover of stock was an important factor, and was as follows:—

- 2 druggists twice a year
- 7 druggists three times a year

- 5 druggists three and a half times a year
- 3 druggists four times a year
- 2 druggists five times a year
- 1 druggist six times a year
- 9 did not know.

It is seldom misfortune that causes failure, but the individual himself. Competition from chain stores was given by twelve out of thirty as the cause of failure, while others stated there were too many drug stores in the neighbourhood. Representative sales and overhead expenses of large stores in St. Louis that failed during 1925-31, are given below:—

	Net Sales	Overhead Charges							
		Total	Per Cent. of Net Sales	Rent		All Salaries		All other Overhead	
				Total	Per Cent. of Net Sales	Total	Per Cent. of Net Sales	Total	Per Cent. of Net Sales
1	17,000	4,044	36.6	1,200	7.1	4,224	24.8	792	4.7
2	68,000	14,568	21.4	6,800	10.0	6,000	8.8	1,368	2.0
3	25,200	7,404	29.4	1,284	5.1	4,200	32.1	276	4.1
4	14,000	8,364	59.7	1,200	8.6	4,800	34.3	2,364	16.9
5	50,000	21,600	43.2	2,700	5.4	11,880	23.8	7,020	14.0

The above are typical of the whole, showing sufficiently wide variation, most of them with the obvious cause written all over them: the businesses lacked balance with their oncost.

The corresponding figures of five active drug stores in 1930 were:—

1 97,095	27,791	28.6	3,600	3.7	17,834	18.4	6,357	6.5
2 77,244	22,744	29.4	3,000	3.9	14,500	18.8	5,244	6.8
3 59,562	17,719	29.7	3,775	6.3	11,432	19.2	2,512	4.2
4 26,079	8,510	32.6	1,500	5.7	4,895	18.8	2,115	8.1
5 22,432	7,389	32.9	1,500	6.7	4,613	20.6	1,276	5.7

The average rental percentage to sales in the failures was 7.24 and in the active stores 5.26. The relative value of salaries to sales is 28.76 for the failures and 19.16 for the successful ones. Particular attention should be paid to the salaries figure No. 2 in the failures, which is particularly low and markedly reduces the average. The average oncost relationship in the case of the failures is 8.34 against 5.46 of the successful ones. The whole bears out the analysis of various businesses made in Great Britain in 1920, and probably would show to-day the same margin between success and failure.

A critical examination was made of the source of capital, and it was found that 58 per cent. was due to the wholesalers, while 22 per cent. was due to individuals who had come to assist in bolstering up the falling fabric. The banks claimed 5.8 per cent. as their share. A final conclusion states: "Abused credit is instrumental in shaking the confidence which is badly needed in business relationship. Adequate accounting records are a basic necessity. Unless it is possible to know the costs of doing business and the exact financial status at all times, the proprietor is groping in the dark and the result is likely to be disastrous."

Inability to take advantage of trade discount terms is suggestive of impaired financial strength or inadequate business. Clearly a proper balancing of operating costs is necessary. It is an advantage to determine the exact cost of doing business, and after comparing item by item, with the average costs in competitive and similar businesses, it is possible then to determine the possibilities of success. For the collection of the material set out I am greatly indebted to Mr. Thomas Marns (my colleague on the visit), to Mr. E. Brier (of Parke, Davis & Co.), to Dr. Kelly, and numerous others at the Toronto Conference for their help and advice. I would have liked to deal with the scientific papers and to the work in several manufacturing chemists, in a closer analysis of research work, but from what is set out in these notes it seemed to me there is helpful material which has not yet been made known to our own people, and I must reserve other matters, perhaps, for some future occasion.

Pharmaceutical Society of Great Britain

Council Meeting

THE monthly meeting of the Council was held at 16 Bloomsbury Square, London, W.C.1, on May 2 and 3, Mr. F. Gladstone Hines (president) in the chair.

TUESDAY'S PROCEEDINGS

Among the business transacted by the Council at its meeting on May 2 were the following items:—

A letter was received from the Wholesale Drug Trade Association requesting that, in the event of the Pharmacy and Poisons Bill becoming law, when the representative of manufacturers of pharmaceutical preparations was being appointed to the Poisons Board, the Association should be given an opportunity to make a recommendation. The secretary was instructed to say in reply that the Council would willingly give consideration to any recommendation that the Wholesale Drug Trade Association might make.

Correspondence was received from the Home Office concerning an application from a pharmacist for the restoration of an authorisation under the Dangerous Drugs Acts withdrawn from him in 1924. The secretary reported that he had been in communication with the referees suggested by the pharmacist and had obtained satisfactory reports from them. The Council agreed in the light of these reports to inform the Home Secretary that in their opinion the authorisation might now be restored.

THE PRESIDENT reported that as the result of conversations between himself and Viscount Leverhulme it had been found possible for a gift of £2,500 to be made to the Building Fund of the Society. The president expressed his gratification at the gift, which he hoped would be the first of others which would enable the Council to proceed at an early date with their rebuilding plans. A resolution transferring certain money from the Leverhulme Scholarships Fund, to be replaced by money given by the trustees under the will of the first Viscount Leverhulme, was agreed to.

The Council discussed the amendments to the Pharmacy and Poisons Bill.

ILLNESS OF MR. HUMPHREY

On the resumption of proceedings on May 3, the PRESIDENT said he had received an apology from Mr. Humphrey, whose absence was due to illness.

DEATHS

THE PRESIDENT made sympathetic reference to the deaths of several men well known for their work for pharmacy. They were representative of a type all would regret to see were passing away. There was Mr. J. A. Symonds, of Ipswich, an old friend and colleague of his (the president's), and Mr. Thomas W. Townley, of Keswick, also an old friend and colleague in work in the North-East of England.

MR. HARDY also paid a tribute to Mr. Townley, who, he said, had been a great asset to pharmacy in the North and a great supporter of the actions of the Council. He believed that Mr. Townley was a member of the Standing Committee on National Health Insurance and a member of the local association. The services he had rendered to pharmacy were such that they could not see any possibility of replacing him. He was one of a type of pharmacist in the outposts of pharmacy who carried on work of a kind which the Council appreciated greatly.

The Council agreed that letters of sympathy with the relatives should be sent in each case.

THE PRESIDENT then expressed regret at the loss sustained by the death of Dr. W. H. Martindale. There was no need, he said, for him to say anything regarding the high position held by Dr. Martindale, particularly in pharmaceutical circles in London. Dr. Martindale was

born to a high tradition, and lived to maintain that tradition. Members of Council would have seen in the official organ a very fine tribute to the Doctor's academic career. It was a very outstanding testimony to the worth of the man himself. They deplored the loss of so distinguished a man, and one whom pharmacy could ill spare. He moved a vote of sympathy with the relatives.

THE VICE-PRESIDENT seconded, observing that he had met Dr. Martindale on many occasions, and had always found it helpful to have a few words with him.

The Council signified their approval of the resolution by standing in silence.

AN HONOUR FROM TEXAS

THE PRESIDENT stated a communication had recently been received from Texas, saying that the secretary and himself had been granted honorary membership of the Texas Pharmaceutical Association. These gestures from overseas were greatly appreciated.

CONGRATULATIONS TO A CENTENARIAN

MR. ANTCLIFFE suggested that the Council's congratulations should be sent to Mr. Thomas Brown, of Grimsby, who, on May 8, would celebrate his hundredth birthday. He had been in business for seventy-five years on the same site at the building in which he was born, and said he had never had a day's worry in his life. (Hear, hear.) He was not a teetotalter, smoked three cigars a day, and was still in business. (Hear, hear.) The Council readily approved the suggestion.

ELECTIONS AND RESTORATIONS

Sixty-two persons were elected members of the Society, and twenty-eight persons as student-associates. There were a number of restorations to the Society, but no applications for restoration to the Register. The registrar reported that 101 persons had been registered as apprentices or students.

BENEVOLENT FUND COMMITTEE

The report of this Committee showed that six applications had been considered and grants made ranging from £13 to £26. The Committee's quarterly return stated that thirty-three grants had been made, totalling £698. The receipts during the same period amounted to £1,701 19s. The following special contributions were acknowledged:—Cardiff Scheme, £31 19s. 6d.; West Glamorgan Branch, £15 15s.; Sheffield Branch, £19 19s.; Norwich and District Branch, £9 10s.; Edinburgh District Chemists' Trade Association, £8 10s.; Cardigan, Carmathen and Pembrokeshire Branch, £5 5s.; Lancaster, Morecambe and District Branch, £5; Hull Branch and Students' Association, £4; Alchemy Lodge, £3 3s.; Mrs. F. Smith, £2 17s. 2d.; South-East Metropolitan Branch, £2 14s. 3d.; H. M. Hirst, £2 13s.; Northampton Pharmacists' Association, £2 12s. 6d.; Bradford Branch, £2 10s.; Watford Branch, £1 5s.; E. H. Gell, 14s.; R. Deck, 10s.; M. French, 10s.

MR. BEARDSLEY said the Committee particularly appreciated the £31 19s. 6d., proceeds of the Cardiff scheme, and Mr. Antcliffe's further efforts which had resulted in raising another £19 19s. in Sheffield.

MR. JENKIN said he wished to add a further £5 5s. from the Guild of Public Pharmacists.

The report was adopted.

WAR AUXILIARY BENEVOLENT FUND COMMITTEE

This Committee reported that five applications had been considered, and grants made or were now recommended ranging from £10 to £52. The quarterly statement showed that ten grants had been made, amounting in all to £178. The report was adopted.

ANNUAL REPORT

The draft annual report was adopted for presentation at the annual general meeting. (See p. 496.)

FINANCE COMMITTEE

The financial statement showed that receipts since the last meeting, including a balance of £14 9s. 8d., amounted to £6,057 14s., comprising the following items:—Subscriptions, £3,608 6s. 6d.; registration fees, £365 8s.; certificate of qualification, £1 1s.; examination fees, £4 4s.; School fees, £61 17s. 4d.; School University grant, £125; biochemical analysis course, £10 10s.; Pharmaceutical Laboratories, £105 10s. 3d.; penalties and expenses, £47 9s. 3d.; rentals, £470 13s. 9d.; deposit interest, £3 4s. 7d.; "Pharmaceutical Journal," advertisements, etc., £680 9s. 11d.; Quarterly Journal, £46 12s. 1d.; "Pharmaceutical Pocket Book," £1 7s. 4d.; Registers, £28 6s. 7d.; examination papers, £3 14s. 2d.; Pharmaceutical Press publications, £22 18s. 1d.; "Forensic Pharmacy," £10 10s. 6d.; B.P. Codex, £52 12s. 6d.; insurance rebate, £4 9s. 5d.; F.S.S.U. contributions, £15 11s. 1d.; S.S.S.S. refund, £23 8s.; transferred from deposit account, £350. Payments ordered at the last meeting amounted to £6,036 5s. 6d., leaving a balance of £21 8s. 6d. The balances on the other accounts were:—Benevolent Fund (current account), £29 2s. 7d.; Benevolent Fund (donation account), £25 10s. 5d.; War Auxiliary Benevolent Fund, £1 0s. 5d.; Orphan Fund, £4 1s. 9d. Accounts amounting to £6,614 0s. 11d. were passed for payment, and the action of the secretary in making payments amounting to £1,249 16s. 6½d. was approved.

ORGANISATION COMMITTEE

MR. NEATHERCOAT said that the Organisation Committee had met, but there had not been time to have the report ready. The first portion dealt with the subject of the delegates' meetings at the forthcoming Conference in London. The Committee had now fixed up subjects for both meetings. It was proposed to use the first meeting for a particular purpose, and should the Pharmacy and Poisons Bill become law by the date of the Conference it was proposed that the first meeting should be used for an authoritative statement to be made by the president of the Society as to the main features of the Bill as it affected the Society's work in the future, and its effect also on pharmacists in practice. They considered this would be not only useful but interesting to the delegates, and they therefore proposed to make a recommendation to the Council accordingly. The second meeting would be occupied by what had already been announced, namely, the presentation of the presidential chair. He had one further addition to make, and that was it was hoped that Mr. J. H. Thomas, Secretary of State for the Dominions, would preside at the function. They had hoped they would have been able to put before the Council a report dealing with the falling off in the number of student-associates, but they were not quite in a position to do it that morning.

MR. PARRY said that everyone at a recent meeting of the Liverpool Branch wanted to know what subjects were to be discussed at the Conference, but he could not tell them. Now they (the Council) had at the last minute from the Organisation Committee a report which told them nothing. The delegates would meet in London with nothing to discuss. He did not think it was fair to call men from all over the country at very considerable expense without any information being given to them in advance, and having an opportunity of discussing in advance and advising their delegates of the attitude they were to take at this somewhat difficult time. He realised that the passing of the Bill was the obstacle. But apart from that there was nothing.

MR. NEATHERCOAT submitted that there was still plenty of time between now and the Conference for branches to be informed of the subjects to be discussed, and there were good reasons for the time the Committee had taken before reaching their decisions. The Committee had arranged for a two-hour break to be set at the disposal of the president of the Society should any special meeting of the delegates be necessary. He submitted that

they had provided a useful and attractive programme.

THE PRESIDENT said he thought the Council would appreciate that the matter had been held up. It was easy for the members of the Council sitting at their meetings month after month to know the things that were happening, but there was a great deal of special interest to the men who were not so well acquainted with those things. It would thus be an extremely good opportunity for the delegates to go back to their branches amply informed. They would welcome any suggestions, however, from branches with regard to the subjects to be taken. He could not recall any suggestions ever coming from the country on this particular point. He was sure the chairman of the Committee would welcome any suggestions, and that they would be carefully considered by the Committee.

LAW COMMITTEE

The report of the Law Committee, presented by Mr. Marns, stated that in England and Wales, since the last report, 771 shops have been visited; of these 424 were chemists' shops. In all the chemists' shops certificates were exhibited. At ten of the remaining shops certain infringements of the Pharmacy Acts were reported. In Scotland, since the last report, 104 shops have been visited; of these 103 were chemists' shops. In all the chemists' shops certificates were exhibited.

This was all the public business.

Branch Meetings

Lancaster.—The annual meeting of the Lancaster, Morecambe and District Branch was held on April 26, the retiring president (Mr. C. E. Marriott) in the chair. The treasurer's report showed a very satisfactory balance and a donation of £5 was voted to the Society's Benevolent Fund. The following officers were elected:—*President*, Mr. H. E. Cuthbert (Lancaster); *Vice-President*, Mr. A. Knowles (Morecambe); *Secretary and Treasurer*, Mr. W. A. Smith (Lancaster); *Committee*, Messrs. A. H. Robertson, A. Bate, F. Hindle and C. E. Marriott (Lancaster), Messrs. J. H. Meadowcroft, H. B. Haigh, W. Tomlinson and W. C. Eastwood (Morecambe); *Auditors*, Messrs. H. Lewty and C. T. Spenceley (Lancaster). The meeting decided that in future the Branch should be known as the Lancaster, Morecambe and District Branch. Mr. E. H. Simmons (a member of the Society's Council) addressed the meeting. Mr. Simmons dealt with the Pharmacy and Poisons Bill, showing in what respects it varied from the previous Bill. He emphasised the necessity of a complete register of proprietors, qualified managers and shop premises. By an analysis of the Poisons Board and a consideration of the conditions which would be imposed upon the sellers of Part II poisons, Mr. Simmons suggested that not only would the poisons available for sale by these unqualified persons be strictly limited, but also that the new conditions imposed upon them would result in a large number refusing to pay the annual fee and submit their premises to the inspection contemplated under the Bill. The proceedings terminated with a cordial vote of thanks.

Swansea.—The annual meeting of the Swansea, Neath and Port Talbot Branch was held on April 25, Mr. T. Gwyn Lawrence (president) in the chair. The president reported a happy year of office, culminating in the dinner and a visit of Mr. F. Gladstone Hines (president of the Society). The secretary's and treasurer's reports were received, and it was decided to send £13 13s. to the Benevolent Fund. The following officers were elected:—*President*, Mr. H. Wynne Jones (Briton Ferry); *Vice-President*, Mr. E. Shatz (Swansea); *Secretary*, Mr. C. R. Dickens (re-elected); *Assistant Secretary*, Mr. W. Talvan Rees; *Treasurer*, Mr. John Rees. *Executive Committee*, Mr. D. Ilttyd Rees (Aberavon), Mr. T. Gwyn Lawrence, Mr. J. S. Gilbert, Mr. J. H. Kent, Mr. W. Isaac, Mr. H. M. Lynn, in addition to the officers. The West Glamorgan golf cup is to be played for at Clyne golf course on June 1, as well as the cup presented by the Executive Committee for open competition.

Annual Report

The following are the portions of the Council's ninety-second annual report which are of general interest:—

Registers.—Two interesting features of the registration figures are the increase in the number of pharmaceutical chemists from 1,805 to 1,808, after decreases for the last five years amounting to 47, and the increase in the proportion of qualified persons who are members of the Society. The names in the register of chemists and druggists numbered 22,492, being an increase of 438; the membership of the Society increased by 263 to 15,650. The continued decline in the number of student-associates, which is now only 697, a decrease of 261, is a matter of much concern to the Council. . . . The number of persons acting as superintendents of limited companies, firms or partnerships under the Poisons and Pharmacy Act, 1908, was 1,495, an increase of 15.

Examinations.—The number of entries, including re-entries, for the whole, or part of, the Preliminary Scientific examination was 2,379, and 848 candidates passed; the corresponding figures for the Chemist and Druggist Qualifying examination were 1,646 and 839. There were 96 entries for the Pharmaceutical Chemist Qualifying examination, and 45 candidates passed; 3 reached the standard necessary for registration as chemists and druggists. Difficulties were caused by the publication of the British Pharmacopœia, 1932, under conditions that made it impossible for candidates to acquire beforehand a knowledge of the changes; special arrangements had to be made by the Board of Examiners in order to overcome these difficulties.

Legal.—Visits were paid by the Society's inspectors to 6,874 chemists' shops, and 13,671 other shops, to ascertain whether the provisions of the Pharmacy Acts were being observed. After consideration of their reports, the Council authorised proceedings in 169 cases. In addition, the Inspectors obtained evidence of a number of infringements of Section 5 of the Poisons and Pharmacy Act, 1908. These were reported to the police for such action as they considered desirable. In addition to routine cases, two important cases upon the interpretation of the law begun in 1931 were decided during the year. . . . In addition to cases brought under the Pharmacy Acts, the Society was successful in a case brought under the Merchandise Marks Act against an unqualified person for selling a preparation to which a false trade description "Paregoric" had been applied. The Council opposed an application for the registration of the words "First Aid" as a trade mark for soap, and supported an application for the registration as a trade mark of the words "British Standard."

Education.— . . . The alterations in the Regulations include raising the standard of preliminary education in two steps to matriculation; providing for a special preliminary examination for persons over twenty-five; requiring examination candidates to show that they have completed their training to the satisfaction of the school authorities; allowing training to be received in manufacturing pharmaceutical laboratories; and giving the Council power to control the conditions of such training and of training in shops. The institution of post-graduate diplomas should open to pharmacists a wider sphere of activity. . . . The provision of courses for the diplomas in suitable centres is being encouraged. Another new departure was the holding of a vacation course for pharmacists in the Society's House during July. . . . Its success will encourage the Council to repeat the experiment. Rules have been made for the approval of apprenticeship training in manufacturing laboratories. . . . The Regulations for the herbarium competition have been revised, and improvements introduced, bringing the competition into line with modern conditions. The number of scholarships available for pharmaceutical students has been increased by a studentship in pharmacy instituted by University College, Nottingham, for persons wishing to study for the degree of Bachelor of Pharmacy of the University of London. . . . An agreement has been concluded with the Pharmacy Board of South Africa for the reciprocal recognition of qualifications.

Finance.—The income of the Society was £63,838, an increase of £397, and the expenditure £60,835, a decrease of £1,531. . . . Economies introduced during the year resulted in savings in nearly all departments. . . . The surplus for the year was £3,002, against £1,074 in 1931.

Benevolent Fund.—While the total income of the Fund showed an increase of £250, and amounted to £5,551, this was not due to an increase in subscriptions, which is the form of income upon which the Fund should mainly depend. These again declined, amounting to £2,406, £88 less than in the previous year. It is understandable that decreases should have taken place in some individual subscriptions in view of the general financial stringency, but if the large number of members who could subscribe to the Fund yet who make inadequate or no contributions recognised their responsibilities to it, there would be ample resources to meet all claims even in these times of increased need. The expenditure on casual grants was £3,036, an increase of £186, and on

annuities £2,255, an increase of £75. Five additional annuitants were elected, making a total of forty-seven.

War Auxiliary Benevolent Fund.—The expenditure from this Fund also showed an increase, being £1,164, as against £1,157. The balance of the Fund is now £5,593, a decrease of £944. Two orphans were maintained at the London Orphan School, Watford, at a cost of £82.

Orphan Fund.—Five orphans were maintained at the London Orphan School and three at the Royal Infant Orphanage, Wanstead, at a cost of £256. The total income amounted to £417, a decrease of £65.

Pharmacological Laboratories.—Much of the research work of the laboratories since their foundation has been upon pharmacopœial problems, and the Pharmacopœia Commission have drawn largely upon the experience gained in testing manufacturers' samples, so it may be said that the first stage in the Laboratories' activities was completed during the year by the publication of the British Pharmacopœia, 1932. The new Pharmacopœia also gave an impetus to the work of routine testing, 202 samples being examined, an increase of 59; in addition, 104 samples were examined in the nutrition department, as against 106 last year. . . . An important advance in the status of the Laboratories was brought about by their recognition by the University of London as an institution where research for degree purposes could be carried out. The growing reputation of the Laboratories was evidenced by the calls upon their services from abroad. . . .

Organisation.—The number of branches has been increased to 119. . . . The expenditure on branch organisation amounted to £3,340, an increase of £292. This figure includes £346, the cost of the meeting of delegates held in London in connection with the Pharmacy and Poisons Bill, which was attended by 214 delegates. With a view to increasing the usefulness of the annual delegates' meetings and keeping the Council in closer touch with the opinions of branches, it has been decided to vary the nature of these meetings, and from time to time to let them take the form of discussions on subjects or resolutions suggested by branches and introduced or moved by delegates. As a result of a suggestion of the Bedfordshire Branch, a list of unemployed pharmacists has been prepared to be available to employers on request, and it has been the means of securing employment for a number of pharmacists. . . .

Publications.—Owing to the continued increase in the net cost of "The Pharmaceutical Journal" and to other factors, an exhaustive examination of the policy and organisation affecting the Society's publications was initiated early in the year with a view to improvements being made. A special committee was appointed for the purpose, and a number of meetings have been held. By the end of the year the Committee had not completed their work, but had foreshadowed substantial changes. Arrangements have been made for new editions of "Forensic Pharmacy" and the "Pharmaceutical Pocket Book" to be prepared. The sales of the Society's publications as a whole showed a decline. . . .

British Pharmaceutical Conference.—The sixty-ninth meeting of the British Pharmaceutical Conference, which was held at Aberdeen from September 12 to 16, attracted the unusually large attendance of 508 persons, including 152 delegates. The chairman of the Conference was Mr. Herbert Skinner, of London, who took as the subject of his address "Hospital Pharmaceutical Service." At the Science Sessions twenty-nine papers were read. The two sessions of meetings of delegates were devoted respectively to a paper on "The Supervision of Apprenticeship and Some Related Problems," by F. W. Adams, and three short papers on "Developing the Pharmaceutical Side of the Chemist's Business," by T. Wilson, K. E. N. Williams, and A. O. Bentley; there was a full discussion at each meeting. The efficient arrangements of the Local Committee fully provided for the entertainment and comfort of the visitors, and contributed largely to the success of the Conference. . . .

New Premises.—A beginning has been made in the task of planning the new premises of the Society. A special sub-committee of the Establishment Committee has been appointed to make preliminary inquiries, and several meetings have been held. The new building will be designed to accommodate all the present activities of the Society.

Other matters dealt with in the report include the Society's School, the Libraries, the Museum, the North British Branch, the British Pharmacopœia, the British Pharmaceutical Codex, evening meetings, the Pharmacy and Poisons Bill, the Canadian-American Convention, visits to the Society's house, and the year's obituary.

COAL TO NEWCASTLE.—A Scottish chemist sends bath salts and sponges regularly to England. His customer states that she cannot get them so good in the South. Both commodities are bought from an English house.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, May 4

THE cross-currents of movements in the rates of exchange in favour and against the £ have tended to complicate matters. The run on the dollar is not of much importance as very few products outside the American market are now quoted on that currency; the strengthening of the franc, mark, etc., has come as rather a surprise and has tended to harden a number of markets. Actually, however, changes in values have been very limited under the circumstances, and it is evident that the undertone of confidence recently referred to is being well maintained, the trade having in view that one of the main objects of the London Conference next month is to bring about a general raising of commodity prices. In the pharmaceutical chemicals market the makers notify a substantial reduction in their prices for rochelle salts. Barbitone is quoted dearer from the Continent and quinine salts have advanced on the exchange. Business is quite up to average on spot, but, in general with other markets, forward business is suffering through currency uncertainties. The crude drugs market is mostly dull, but the tone is steady. Spot stocks of a number of products are low. Zanzibar cloves are firm. Norwegian cod-liver oil is well up to former figures for new oil. Gum acacia is dull. Menthol is still neglected. Peppers show a sharp recovery. Rhubarb is a good market. Shipment prices of American crude drugs are nominal, with sellers restricting offers and putting up their prices as the dollar falls. In essential oils business has been rather better on spot. All American oils are difficult to quote for shipment, with spot values well held. Ceylon and Java citronella are still dull. Bourbon geranium for shipment is steadier. French colonial orange is again dearer and firm. Japanese peppermint has been dull for both spot and shipment, and is none too healthy. The American natural oil is nominal, with shippers preferring to hold their stocks; the market is firm. Spanish spike is a good market. Industrial chemicals are rather quiet in demand, but prices are mostly steadily maintained. The lower duties on some products under the Anglo-German Trade Agreement are not likely to affect spot values as these products of foreign origin were previously being sold at extremely low levels.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	May 4	Value of the £
Amsterdam ...	Fl. to £	12.107	8.33	13/9
Berlin ...	Mks. to £	20.43	14 1/2	14/1 1/2
Brussels ...	Belga to £	35	24	13/8 1/2
Copenhagen ...	Kr. to £	18.159	22.45	24/8 1/2
Lisbon ...	Esc. to £	110	110	20/-
Madrid ...	Ptas. to £	25.22 1/2	39 1/2	31/-
Milan ...	Lire to £	92.46	64 7/8	13/11 1/2
Montreal ...	Dol. to £	4.86 3/4	4.46 1/2	18/4 1/2
New York ...	Dol. to £	nominal	3.91	16/1
Oslo ...	Kr. to £	18.159	19 1/8	21/6 1/2
Paris ...	Fr. to £	124.21	85 1/2	13/8
Prague ...	Kr. to £	164.25	112 1/2	13/8
Stockholm ...	Kr. to £	18.159	16 1/2	21/4
Warsaw ...	Zloty to £	43.38	29 1/2	13/8 1/2
Zurich ...	Fr. to £	25.22 1/2	17 1/2	13/10 1/2

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

HOME makers notify a substantial reduction in their scale of prices for rochelle salts. Santonin is rather unsteady. Cheap salol, phenacetin and phenazone are being offered on the spot. Quinine salts are dearer and a sharp advance on the Continent is notified for barbitone. In other directions the market is about steady, and business, although mostly confined to small orders, is fairly satisfactory.

ACETANILID.—Business in small quantities, market steady: B.P. crystals and powder, 1s. 5 1/2d. to 1s. 8d. per lb., as to quantity.

AMIDOL.—A fair inquiry continues for moderate quantities: 56 lb., 7s.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins.

AMIDOPYRIN.—Dealers' prices are fairly steady on spot, business slow: crystals, five cwt., 17s. 10d.; two cwt., 18s. 3d.; less than two cwt., 19s. 3d. per lb.; with powder 2 1/4d. per lb. extra.

ANMONIUM ICHTHOSULPHONATE.—Some occasional business, with the market unchanged; one cwt., 1s. 6 1/2d. in 14-lb. tins; 1s. 8d. in 1-lb. tins; 1s. 10d. in 8-oz. tins; and 2s. per lb. in 4-oz. tins.

ASPIRIN.—The market is rather quiet, as is usual at this time of the year; quoted prices are steady: home trade, ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10 1/2d.; 28 lb., 2s. 11d.; 14 lb., 3s.; 7 lb., 3s. 2d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10 1/2d. per lb., f.o.b.; less than one cwt., 2s. 11d. per lb., ex works.

BARBITONE.—Continental prices have been advanced sharply and would bring spot up to fully 13s. 2d. to 13s. 10d. per lb., as to quantity. This would be the cost based on the franc at 85 to the £. There are some spot sellers at less, but the market is firmer.

BENZOIC ACID (B.P.).—This market is steady and business is fairly good: quantities, ex works, 1s. 9 1/2d.; spot parcels, 1s. 10d. to 2s. 1d. per lb., ex store, as to quantity.

BROMIDES.—Makers' and dealers' prices are unchanged on quotation: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb. net, without engagement. Special prices for larger quantities.

BUTYL CHLORAL HYDRATE is steady, with a small business being done: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CAFFEINE.—Business is poor and there is keen competition: pure alkaloid, 4s. 11d. to 5s. 3d. per lb.; citrate, 4s. 3d. to 4s. 6d. per lb., as to quantity.

CALCIUM LACTATE.—Inquiry is moderate; keen prices quoted for bulk lots: spot, one cwt., 1s. 1d.; 56 lb., 1s. 1 1/2d.; 28 lb., 1s. 2 1/2d.; smaller quantities, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—Makers' prices are steady: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 4d.; one cwt., 3s. 5d.; 56 lb., 3s. 6d.; 28 lb., 3s. 7d.; 14 lb., 3s. 8d. per lb.; 28-lb. jars one penny per lb. extra.

CHLOROFORM.—Makers' prices for home trade are as follows: in drums, 2s. 3d. to 2s. 6d.; winchesters, 2s. 3 1/2d. to 2s. 6 1/2d.; 2-lb. bottles, 2s. 4 1/2d. to 2s. 7 1/2d.; 1-lb. bottles, 2s. 5 1/2d. to 2s. 8 1/2d.; 8-oz. bottles, 2s. 6 1/2d. to 2s. 9 1/2d.; 4-oz. bottles, 2s. 8 1/2d. to 2s. 11 1/2d., for 10 cwt. down to 56-lb. lots, carriage paid on minimum cwt. lots.

CITRIC ACID (B.P. CRYSTALS).—The home trade quoted figure from makers remains at 9 1/2d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are quoting at about the same price.

CREAM OF TARTAR.—Makers' quoted price for home trade for 99 to 100 per cent. material is at 80s. per cwt., less 2 1/2 per cent. discount, nominal and without engagement. Dealers are offering at about the same figure.

CREOSOTE (B.P.).—There is a little more inquiry on the market, with dealers quoting quantities in 25-kilo. demijohns at 1s. 10 1/2d. to 1s. 11d. per lb.; smaller quantities, up to 2s. 4d. per lb.

GUAIACOL CARBONATE.—Fairly steady as quoted by dealers; business slow. Spot, two cwt., 9s. 1 1/2d.; one cwt., 9s. 3d.; 56 lb., 9s. 4 1/2d.; smaller parcels, up to 9s. 9d. per lb.

HEXAMINE.—Quite good business continues in this article. British-made free-running crystals, five cwt., in one delivery, 1s. 11d.; one cwt., 2s. per lb., in one-cwt. kegs, and higher prices for smaller quantities, in bags. British rough powder, 1s. 7d. per lb., in kegs; foreign free-running crystals, spot, two cwt., 2s. 2d.; one cwt., 2s. 2 1/2d.; smaller quantities, up to 2s. 6d. per lb.

HYDROQUINONE.—There is a steady inquiry and not so much cheap material offering: ten cwt., 5s. 7 1/2d.; five cwt., 5s. 8 1/2d.; two cwt., 5s. 9d.; one cwt., 5s. 9 1/2d.; 56 lb., 5s. 10d.; 28 lb., 6s.; 14 lb., 6s. 2d.; 7 lb., 6s. 6d. per lb., carriage paid.

LACTIC ACID (B.P.).—The market is receiving some inquiry; quotations for quantities are keen: quantities in carboys, 1s. 4½d. to 1s. 6d.; in winchesters, 1s. 7d. to 1s. 10d. per lb., as to quantity.

METHYL SALICYLATE (B.P.).—Prices are well maintained; rather less inquiry: one ton and over, 1s. 4½d.; ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 6½d.; small quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers are finding business slow; spot is about steady: two cwt., 19s. 6d.; one cwt., 20s.; 56 lb., 20s. 9d.; small parcels, 21s. 6d. per lb.

METOL.—A little more inquiry, with quoted prices steadily maintained: 56 lb., 9s. 3d.; 28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 9d. per lb., in 7-lb. tins, bottles extra. Wholesale distributors' prices for smaller quantities are dearer.

MILK SUGAR.—Inquiry is not of much account; Continental material at keen prices: one ton, 52s. 6d.; ten cwt., 53s. 6d.; two cwt., 54s. per cwt., in two-cwt. cases.

MOLYBDATES.—Makers' prices are as follows:—Molybdic acid, 28 lb., 5s. 3d.; 7 lb., 5s. 6d.; smaller quantities, 5s. 9d. per lb.; ammonium molybdate, 28 lb., 5s.; 7 lb., 5s. 3d.; smaller quantities, 5s. 6d. per lb. net, packages extra. Special prices for contracts and bulk quantities.

PARAFORMALDEHYDE.—Fair business, with prices about steady: 100 per cent. powder, quantities in kegs, 1s. 2½d. to 1s. 3d.; smaller parcels, up to 1s. 6d. per lb.

PHENACETIN.—This market is not receiving much inquiry and there are some cheap sellers about: crystals of powder, ten cwt., 4s. 1½d.; five cwt., 4s. 3d.; two cwt., 4s. 4½d.; 56 lb., 4s. 6d.; less than 56 lb., 4s. 9d. per lb., carriage paid on minimum cwt. lots. No falling clause on contracts over twelve months.

PHENAZONE.—Some spot holders are quoting very keen prices; business slow: crystals, ten cwt., 9s. 6d.; five cwt., 9s. 8d.; two cwt., 9s. 11d. and less up to 11s. per lb.; with powder 2½d. per lb. extra.

PHENOLPHTHALEIN.—Market is steady; some limited business moving: two cwt., 4s. 7d.; one cwt., 4s. 8d.; 28 lb., 4s. 11d.; 14 lb., 5s. 2d.; 7 lb., 5s. 5d.; smaller parcels, up to 5s. 8d. per lb.

PHENYL ETHYL BARBITURIC.—Market remains dull and schedule prices are being discounted: one cwt., 36s. 9d.; 56 lb., 38s.; 28 lb., 39s. 3d.; smaller quantities, 40s. 6d. per lb., in 2-lb. bottles, carriage paid; small lots in different packing at higher prices.

POTASSIUM PERMANGANATE (B.P.).—Dealers are doing a steady business in small lots: quantities in two-cwt. drums, 8½d. to 8¾d.; druggists' parcels, 9d. to 10d. per lb., as to quantity.

POTASSIUM SULPHOGUAIACOLATE.—The market is quoted unchanged; business quiet. Spot, 5s. 10½d. to 6s. 3½d. per lb., as to quantity.

PYROGALLIC ACID.—A steady inquiry is being received: 56 lb., 7s.; 28 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d. per lb., in 7-lb. tins.

QUININE SALTS.—Convention prices have been advanced, as follows: sulphate, 1s. 10d.; bisulphate, 1s. 10d.; ethyl carbonate, 2s. 4½d.; salicylate, 2s. 5½d.; phosphate, 2s. 10d.; hydrochloride, 2s. 3½d.; bilydrochloride, 2s. 6½d.; hydrobromide, 2s. 3½d.; bilydrobromide, 2s. 6½d. per oz., carriage paid on bulk quantities.

RESORCIN.—Dealers' prices for imported material are firm at 5s. 9d. to 6s. 6d. per lb.; supplies scarce. British material is quoted as follows: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb.

ROCHELLE SALTS.—Makers notify a reduction in their prices as follows: powder, five cwt. and over, 72s. 6d.; less than five cwt., 75s.; less than one cwt., 77s. 6d. per cwt., carriage paid; with crystals 2s. 6d. per cwt. extra. Pulv. Seidlitz, five cwt. or over, 58s. 9d.; less than five cwt., 60s. 6d.; less than one cwt., 62s. 6d. per cwt.; double seidlitz, five cwt. or over, 64s. 9d.; less than five cwt., 67s.; less than one cwt., 69s. per cwt., carriage paid. Quoted without engagement. Previous price alteration on November 1, 1932.

SACCHARIN.—The Convention price for this market is unchanged: 550, 1 lb., 37s. 6d. per lb., duty-paid, with rebates for quantities.

SALICYLIC ACID (B.P.).—Home makers' prices are firm: one ton, 1s. 7d.; ten cwt., 1s. 7½d.; five cwt., 1s. 8d.; one cwt., 1s. 8½d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s. per lb.

SALOL.—Plenty of cheap material available, with little business moving: spot, crystals, two cwt., 5s. 9d.; one cwt., 5s. 11d.; 56 lb., 6s.; smaller parcels, 6s. 2d. per lb.; powder, 2d. per lb. extra.

SANTONIN.—Owing to outside material being offered at keen prices the market is unsteady. The controlled scale of dollar prices is at the moment unchanged, but, under existing con-

ditions, it seems likely that some adjustment of sales prices may take place in due course.

SODIUM BENZOATE (B.P.).—Dealers are offering bulk quantities of 1932 B.P. standard material at 1s. 8½d.; smaller parcels, up to 2s. per lb.

SODIUM DIETHYLBARBITURATE.—Prices are unchanged, but the dearer value of barbitone is likely to be reflected in the near future: spot, one cwt., 12s. 9d.; 56 lb., 13s.; 28 lb., 13s. 3d.; 14 lb., 13s. 6d.; 7 lb., 13s. 9d.; smaller parcels, up to 14s. per lb.

SODIUM SALICYLATE (B.P.).—Rather quieter but makers' and dealers' prices are steady: home trade, powder, two tons, 2s.; one ton, 2s. 0½d.; ten cwt., 2s. 1d.; five cwt., 2s. 2d.; one cwt., 2s. 3d.; 28 lb., 2s. 4d.; 14 lb., 2s. 6d.; 7 lb., 2s. 7d.; 1 lb., 2s. 8d. per lb.; with crystals one penny per lb. extra.

SULPHONAL.—Keeping steady on spot, with business very slow: crystals, two cwt., 15s. 7d.; one cwt., 16s. 2d.; 56 lb., 16s. 5d.; smaller parcels, up to 17s. 3d. per lb.; with powder 2½d. per lb. extra.

TARTARIC ACID (B.P. CRYSTALS).—Makers' quoted price for home consumption is holding at 11½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are quoting at competitive figures.

THEOBROMINE.—Cheap offers on the market with only a small demand: pure alkaloid, 4s. 10½d. to 5s. 6d. per lb.; sodium salicylate, 4s. 9d. to 5s. 3d. per lb., as to quantity.

Crude Drugs, etc.

ACONITE ROOT.—Dealers are quoting spot *Napellus* at 65s. and Japanese at 55s. per cwt.; business is limited.

AGAR AGAR.—The spot market is dull and unchanged; shipment is steadier and more inquiry is being received: spot, Kobe No. 1, 2s. 1d.; No. 2, 1s. 11d.; Yokohama No. 1, 1s. 11d. per lb.; shipment, Kobe, No. 1, 1s. 6½d.; No. 2, 1s. 4½d.; Yokohama No. 1, 1s. 4½d. per lb., c.i.f.

ANTIMONY.—Market is quoted unchanged: Chinese, crude, spot, nominal; shipment, £17 10s., c.i.f. Chinese, oxide, spot, £28; shipment, £21 10s., c.i.f.

ARNICA FLOWERS.—Some spot supplies of Montana flowers are quoted at 9d. per lb.

BALSAMS.—The usual small spot business moving; market steady. *Tolu*, 3s. 5d. to 3s. 6d. per lb. *Canada*, 3s. 1d. per lb.

BELLADONNA.—Some good test root on spot is quoted at about 65s. per cwt. Leaves are offering at about 65s. per cwt.

BUCHU.—The shipment market for new crop leaves is steady and fair orders are reported to have been placed in the region of 9½d. per lb., c.i.f., for fair green rounds. Spot business is normal, with new crop, green rounds, 1s. 1½d. to 1s. 3d. per lb., as to quality. Ovals, 8½d. to 8¾d. per lb., as to quality.

BURDOCK ROOT.—Dealers are quoting some spot root at about 45s. per cwt.

CAMPHOR.—Business is still disappointing, but the market is steadier for shipment: spot, slabs, 2s. 2d.; flowers, 2s. 3d.; tablets, 2s. 7d. per lb.; shipment, slabs, 1s. 9½d.; flowers, 1s. 9½d.; tablets, 2s. 1d. per lb., c.i.f. English refined is quoted unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz., and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ½ oz. and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CANTHARIDES.—Some supplies of Russian to arrive are quoted at 7s. per lb.

CASCARA SAGRADA.—No 1932 peel offering for shipment; 1931 peel, about 47s. 6d. per cwt., c.i.f., in car-load lots. Spot is in small supply, with 1932 peel fully 60s. per cwt.

CHAMOMILES.—A steady business continues, with former rates well maintained on spot.

CLOVES.—At current quotations the market is firm. Zanzibar, spot, 5½d. per lb.; shipment, July-August, 4½d. per lb., c.i.f., sold and buyers.

The landings of Zanzibar in London during the week ended April 22 were *nil* and the deliveries 15, leaving a stock of 1,537. From January 1 to date, landings of Zanzibar have been 1,445 and the deliveries 1,388. Landings of Madagascar for the week ended April 22 were *nil*, and the deliveries *nil*, leaving a stock of 1,107. Landings of Madagascar this year to date have been *nil* and the deliveries 49.

COCOA BUTTER.—Market is steady, with English quoted from 8¾d. to 10d. per lb., as to quantity.

COCONUT (DESICCATED).—The market has been quieter, and is a point easier on the week. Spot, fine, 24s.; medium, 23s. per cwt.; shipment, halves, May-June, 19s. 3d. per cwt., c.i.f.

COD-LIVER OIL.—Rather better fishing results are recorded this week, with no further decline in oil production. Up to April 29 the catch was 113,542 tons of cod, producing 68,013 hectol. of oil, compared with 140,129 tons of cod and 85,228 hectol. of oil in 1932, and 111,538 tons of cod and 53,846 hectol. of oil in 1931. There has been more inquiry for shipment, with finest Lofoten steam refined non-freezing medicinal oil

quoted at about 92s. 6d. per barrel, c.i.f. Spot is at about 107s. 6d. per barrel, ex store, duty-paid. Some brands would be cheaper.

Exports from Newfoundland from January 1 to March 16, 1933, totalled 2,272 gallons, compared with 2,958 gallons for the same period of 1932.

DAMIANA LEAVES.—Dealers are offering spot goods at about 1s. 1d. per lb. for small lots.

ERGOT.—Market is dull, but fairly steady. Spot, Spanish, 1s. 7d.; Russian, 1s. per lb.; duty-paid.

FENNEL SEED.—Some spot supplies are available at about 25s. per cwt.

GELATIN meets with a moderate business; market steady: spot, gold leaf, 2s. 2d.; silver leaf, 2s.; bronze leaf, 1s. 9d.; thin leaf, 1s. 8d. per lb., in cwt. lots.

GINGER.—Business has been rather quiet. West African, spot, 17s. 3d.; for arrival, 15s. per cwt., c.i.f.

GUM ACACIA.—Some small spot business is being done; shipment remains dull: spot, Kordofan cleaned sorts, 36s.; natural, 34s. 6d.; bleached, about 72s. 6d. per cwt.; shipment, Kordofan cleaned sorts, 29s. 6d.; natural, 28s. 6d. per cwt., c.i.f.

HONEY.—The new crop Jamaican has mostly been taken off the market as it arrives at full prices, and the general position is very steady. Some Russian is on the market and some white Domingo at about 37s. 6d. per cwt. is available. Californian tends rather easier with the dollar.

HYDRASTIS.—The spot price asked remains in the region of 4s. 3d. per lb., with only a few small orders moving.

IPECACUANHA.—A little more interest has been taken in Matto Grosso on spot with holders asking from 48s. 9d. up to 5s. per lb., as to quantity.

LYCOPodium.—The spot quotation is steady in the region of 3s. 6d. per kilo, as to quantity.

MENTHOL.—Business in this article is still slow, but prices are keeping fairly steady. K/S brands, spot, 15s. per lb. and less for bulk quantities; shipment, April-May, 12s. 9d. per lb., c.i.f., with very little inquiry.

MERCURY.—The shipment market is nominal owing to the dollar fluctuations and there are practically no firm offers from first-hand sources. Spot is quoted from £9 to £10 per bottle, ex store, as to quantity. The general tone is firm; 379 bottles arrived on April 21 from Bolivia.

OPUM.—The market is quite steady but rather quiet. Shipment, in bulk quantities, from 1s. 1d.; smaller parcels, about 1s. 2d. per unit, landed and duty paid.

ORANGE PEEL.—Dealers are offering Malta thin cut at 1s. 2d. per lb.; bitter quarters at 32s. 6d. per cwt., spot.

ORRIS ROOT.—Small spot parcels are quoted at about 45s. per cwt.; less for bulk quantities.

PEPPER.—Prices show a recovery and the market is firm as quoted. Lampong, spot, 5½d.; shipment, April-June, 4½d.; May-July, 4½d.; August-October, 4d., c.i.f. Tellicherry, spot, 5½d.; shipment, May-June, 42s. 6d., c.i.f. Aleppo, spot, 5½d.; shipment, May-June, 41s., c.i.f. White Muntok, spot, 6½d.; shipment, April-June, 5½d.; May-July, 5½d.; August-October, 5½d. per lb., c.i.f.

PIMENTO.—Prices quoted are steadily maintained, business quiet: spot, 2½d. per lb.; shipment, May-June, 21s. 9d. per cwt., c.i.f.

RHUBARB.—This market is fully maintained at former values with Shensi, 4s. 4d. to 4s. 6d.; Canton, about 2s. 8d.; flat high dried, 2s. 3d. to 2s. 4d. and common round, 1s. 2d. to 1s. 6d. per lb.

RUBBER.—Considerably more business has been done this week with values showing a further slight recovery, closing steady: standard ribbed smoked sheet, spot, 2½d.; June, 2½d.; July-September, 2½d.; October-December, 2½d.; January-March, 1934, 2½d.; April-June, 3½d. per lb.

SAFFRON.—Some small business with the market keeping steady: spot, prime B.P., 60s. 3d.; extra B.P., 56s.; super B.P., 53s. per lb., and slightly less for bulk quantities.

SARSAPARILLA.—Market has been dull this week: spot, native mixed colours, 1s. 1d. to 1s. 1½d.; grey Jamaican, 1s. 9d. to 1s. 10d. per lb., as to quantity.

SEEDS.—**ANISE.**—Spanish, 52s.; Bulgarian, 40s. 6d. duty paid, on spot. **CANARY.**—Mazagan quiet at 11s. 6d.; Tangier, 11s. 3d.; Kenitra, 10s. 6d. **LINSEED.**—Spot, Mazagan offering at 15s. 9d.; Morocco, 14s. 3d. **CORIANDER.**—Morocco, 1929 crop, quoted 15s. 3d.; 1932 crop, 15s. in bond and 16s. 6d. duty paid; Wormy, 13s. 6d. to 14s. **CUMIN.**—Malta, 40s., spot; Morocco, quoted at 32s. 6d., duty paid. **FENUGREEK.**—Morocco offering at 12s., spot. **CARAWAY.**—Dutch unchanged, 34s., duty paid. **MUSTARD.**—English, 22s. 6d. to 34s., according to quality.

SENEGA.—Slightly cheaper prices are quoted on spot and forward: spot, 1s. 10d. per lb.; shipment, about 1s. 7½d. per lb., c.i.f.

SENNA.—Some business reported in Alexandrian pods with really fine hand-picked quality hard to find. Medium to ordinary grades are in fair supply with plenty of the manufacturing quality. Tinnevely leaves are steady; Tinnevely pods are unchanged with fair supplies of hand-picked and manufacturing available.

TUBA ROOT.—Some considerable forward contracts are reported to have been booked. Shipment, April-May, is now quoted at 10d. per lb., c.i.f.

Essential Oils, etc.

THERE has been rather more spot business transacted this week, while shipment orders are difficult to book on account of exchange movements. Prices of American oils are moving up with the fall of the dollar. French colonial orange is again dearer and firm. Bourbon geranium is dearer for shipment. Sicilian lemon and orange are rather steadier, but remain at low figures.

ALMOND.—Market is quiet but steady. Foreign, sweet, 2s. 3d. to 2s. 4d. per lb. English, sweet, one-cwt. lots, 2s. 7d.; smaller parcels, up to 2s. 9d. per lb., as to quantity.

ANISE (STAR).—The spot market is dull and unchanged; shipment is steadier with a little more inquiry: spot, "Red Ship," in leads, 1s. 10½d.; in tins, 1s. 8d.; in drums, 1s. 7½d.; shipment, in leads, 1s. 8d.; in tins, 1s. 6½d.; in drums, 1s. 5½d. per lb., c.i.f.

BERGAMOT.—The shipment price for new crop oil is rather steadier at about 5s. 3d. per lb., c.i.f.; old oil would be cheaper. Spot is offered at about 5s. 3d. to 5s. 6d. per lb., as to quantity.

BOIS DE ROSE.—This market is fully steady: Brazilian, spot, 4s. 1d. to 4s. 3d.; shipment is now up to 3s. 7d. per lb., c.i.f.

CAJUPUT.—Dealers are quoting spot at about 2s. 3d. to 2s. 6d. per lb. for B.P. 1932 quality. Green is quoted at about 3s. 6d. per lb.

CANANGA.—This market is slack: spot, 8s. 3d. to 8s. 4d. per lb.; shipment, 6s. 4d. per lb., c.i.f., in bulk quantities.

CARAWAY.—Fairly steady and some little business moving. Continental, 7s. 6d. to 7s. 9d.; Dutch, 9s. 6d. to 10s. 3d. per lb., as to quantity.

CASSIA.—Rather easier with spot about 3s. 7d. per lb., and shipment down to 3s. per lb.

CEDARWOOD.—The American product is dearer at source despite exchange weakness: spot, 1s. 9d. in drums and 1s. 10d. per lb. for small lots. Colonial, 1s. 8½d. in drums and 1s. 10d. per lb. for small lots.

CINNAMON LEAF.—The improved tone is maintained. Spot, in tins, 2s. 9d. to 2s. 10d.; shipment, in drums, 2s. 3d. per lb., c.i.f.

CITRONELLA.—This market is not attracting much inquiry and the general tone is unsteady. Ceylon, spot, about 1s. 10d.; shipment, 1s. 7½d., c.i.f. Java, spot, 2s. 7d.; shipment is rather better at about 2s. 0½d. per lb., c.i.f.

CLOVE.—A little more inquiry, market steady. Madagascar, spot, 3s. 3d. to 3s. 6d.; shipment, 2s. 3d. per lb., c.i.f.; English, 4s. 3d. to 4s. 6d. per lb., spot, as to quantity.

EUCALYPTUS.—Inquiry for this article is slow. Australian, 70 to 75 per cent., 11d. to 1s.; 80 to 85 per cent., 1s. to 1s. 1d. per lb., as to quantity. Spanish, about 1s. 2d. per lb.

GERANIUM.—The shipment price for Bourbon has advanced and would now work out at about 21s. 3d. per lb., c.i.f. Spot, of which there is very little first-class genuine oil, is dearer at 23s. per lb. Algerian on spot is quoted at 23s. 9d., and shipment about 22s. 3d. per lb., c.i.f.

GINGERGRASS.—Dealers are quoting spot at about 7s. 2d. to 7s. 4d. per lb.; business is of small account.

JUNIPER BERRY.—The market is dull with spot values in the region of 3s. 6d. per lb., as to quantity.

LAVENDER.—This item continues unsteady and tending easier. Small lots of new crop French, 38 to 40 per cent., 8s. 3d.; 36 to 38 per cent., 7s. 6d. per lb., carriage paid; lower prices for bulk quantities.

LEMON.—It is reported that the shipment market for new crop Sicilian hand-pressed is steadier at about 3s. 2d. to 3s. 6d. per lb., c.i.f., as to brand; spot, small lots, 3s. 6d. to 3s. 9d. per lb., as to quantity. Californian, spot, in large drums, 48 cents; in small drums, 49 cents per lb.

LEMONGRASS.—This market is steadier with spot at 2s. 1d. and upwards; shipment is at about 1s. 10d. per lb., c.i.f.

MANDARIN.—Dealers are offering at lower rates on spot in the region of 13s. to 13s. 6d. per lb., as to quantity. Market is dull.

ORANGE.—The shipment market for French colonial is again dearer, and is now firm; bulk lots would cost about 2s. 8d. up to 2s. 11d., c.i.f., for small lots; spot, in small parcels, is

quoted at 3s. 4d. to 3s. 6d. per lb. Sicilian sweet, new crop, spot, 5s. 3d. to 5s. 9d. per lb.; shipment, 4s. 9d. to 5s. per lb., c.i.f. Sicilian; bitter, new crop, 4s. 7d. to 4s. 9d. per lb., c.i.f. Californian, spot, single cases, 50 cents; two or more cases, 45 cents per lb.

PALMAROSA.—Not much inquiry on the market, quoted unchanged. Spot, 7s. 4d. to 8s. per lb., as to quantity; shipment, 6s. 10d. per lb., c.i.f.

PATCHOULI.—This market is dull and irregular, with prices covering a wide margin. Business negligible.

PEPPERMINT.—The Japanese product has experienced a week of poor business. Spot is about 5s. 9d. per lb. Inquiry for shipment is slack, with April-May at 5s. 6d. and July-August at 5s. 5d. per lb., c.i.f. American natural oil is dearer, and offers are now very restricted; it seems that sellers prefer to keep the commodity than receive dollars in payment. Quantities, in drums, 2 dollars 30 cents per lb., c.i.f., nominal.

PETITGRAIN.—Dealers are quoting spot at about 4s. 4d. to 4s. 6d. per lb., as to quantity; shipment is about 3s. 8d. per lb., c.i.f.

ROSEMARY.—Dealers are asking 1s. 9d. in drums and 1s. 10d. per lb. in tins for best-quality Spanish. A fair business, market steady.

SANDALWOOD.—Genuine East Indian from first-hands is quoted at 24s. to 25s. per lb., as to number of cases; some outside offers are cheaper. British-made West Indian is quoted in one-cwt lots at 4s. 3d.; 56 lb., 4s. 5d.; 14 lb., 4s. 8d. per lb.

SASSAFRAS.—Some occasional inquiry, with quotations varying as to quality from 4s. up to 5s. 6d. per lb. for small lots.

SPEARMINT.—Spot sellers are asking about 7s. 6d. to 7s. 9d. per lb., as to quantity; shipment is quoted at about 6s. 6d. per lb., c.i.f.

SPIKE.—This market is very steady. Good-quality Spanish, on spot, 3s. 5d. to 3s. 7d. per lb., as to quantity; shipment, August-September, fully 3s. per lb., c.i.f.

WINTERGREEN.—Dealers are offering small spot lots at about 6s. 9d. to 7s. per lb.

WORMSEED.—Prices are about unchanged, with a small spot business doing. Spot, about 11s. 6d.; shipment, 10s. 3d. per lb., c.i.f.

Industrial Chemicals, etc.

THE Anglo-German trade agreement, under which the import duty on certain grades of acetic acid and acetone is reduced and the import duty on formaldehyde is also lessened is not likely to affect the values of these products. Business in heavy chemicals is only moderate, but prices are being steadily maintained and the general tone is steady. **ACETIC ACID.**—The demand is slow with prices quoted unchanged; keen prices for quantities: 80 per cent. technical, £38 5s.; 80 per cent. pure, £39 5s. per ton, in barrels; glacial, pharmaceutical, 99 to 100 per cent., £59, in glass demijohns; glacial, in barrels, £48 per ton, carriage paid in U.K. **ACETONE B.G.S.**—A fair amount of business is being done, market about steady: £65 to £68 per ton, in drums, carriage paid in U.K. **AMMONIA (ANHYDROUS).**—Rather better demand recently with keen prices for bulk contracts; 99.95 per cent. material, 11d. to 1s. 3d. per lb., in loaned drums, carriage paid, and less for important contracts. **AMMONIUM CHLORIDE.**—Prices are slightly cheaper with dealers quoting at £19 per ton for grey galvanising, in casks, ex store; slightly less for contracts. **ARSENIC.**—Market is quoted a little cheaper, business limited: Continental, £19 7s. 6d. per ton, ex wharf, London. **BLEACHING POWDER.**—Makers' home trade price unchanged; imported material competitive: 35 to 37 per cent. chlorine, £8 15s. per ton, in softwood casks, carriage paid for minimum four-ton lots. **BORAX.**—Makers' prices are steady, as follows: commercial granulated, £15 10s.; crystals, £16 10s.; powdered, £17; extra fine powder, £18; B.P. crystals, £24 10s.; powdered, £25; extra fine, £26 per ton, packed in one-cwt. bags, carriage paid in Great Britain. **BORIC ACID.**—Makers' prices for home trade are steady; commercial granulated, £26 10s.; powdered, £28 10s.; extra fine, £30 10s.; large flakes, £39; B.P. crystals, £35 10s.; powdered, £36 10s.; extra fine, £38 10s. per ton, for one-ton lots and upwards in free one-cwt. bags, carriage paid in Great Britain. **FORMALDEHYDE.**—A fair business is being done with the market competitive: 40 per cent. by volume, £28 to £29 per ton, in casks, ex store, as to quantity. **ISOPROPYL ALCOHOL.**—Market is about steady, business quiet: first quality, ex acetone, 11s. 6d. to 12s. per gallon, in drums, carriage paid; ex "cracked petroleum" qualities, 9s. to 9s. 6d. per gallon. **LEAD ACETATE.**—Market is dull and rather unsteady; some very cheap offers about: brown, £29 10s.; white, £31 10s. per ton, in casks, ex store, and less for bulk lots. **LITHOPONE.**—Market is quiet and rather unsteady: 30 per cent. Continental red seal, £19 to £19 10s. per ton, ex store. **OXALIC ACID.**—Dealers are quoting bulk quantities at £48 per ton, carriage paid; smaller parcels, 54s. to 57s. 6d. per cwt., ex store. Business is fair. **POTASH CAUSTIC (88 TO 92 PER CENT. SOLID).**—Dealers are quot-

ing from £38 10s. to £40 10s. per ton, in drums, ex store, as to quantity. Business is slow. **POTASSIUM CARBONATE.**—Business is slow with dealers' prices barely maintained: 90 to 92 per cent., £31 10s. per ton; 96 to 98 per cent., £32 5s. per ton, in casks, ex store. **POTASSIUM CHLORATE.**—Bulk quantities would be about £37 per ton; smaller parcels, from 4½d. to 5½d. per lb., ex store. **POTASSIUM PERMANGANATE.**—Dealers' prices for bulk quantities are steady with commercial quality, in two-cwt. drums, 8½d. to 8½d. per lb., ex store. **POTASSIUM PRUSSIAE.**—Business has been below average: yellow, £74 to £77 per ton, as to quantity. **RED LEAD.**—Convention prices are steady, business rather slow; English, 5/10 cwt., £25 10s.; 10 cwt./1 ton, £25 5s.; 1½ tons, £25; 2½ tons, £24 10s.; 5/20 tons, £24; 20/100 tons, £23 10s.; over 100 tons, £23 per ton, less 2½ per cent., carriage paid; non-setting red lead, 10s. per ton dearer. Continental material £1 per ton cheaper. **SAL AMMONIAC.**—Quoted prices are unsteady on a keen market; inquiry slow: dog-tooth crystals, £35; medium, £31.

Anglo-German Trade Agreement

ARISING out of the Anglo-German Trade Agreement the position as regards import duty on a number of chemicals will be affected; these alterations will come into force on May 8.

ACETIC ACID of a strength not exceeding 95 per cent., other than acetic acid which is subject to duty under the Safeguarding of Industries Act, 1921, as amended by the Finance Act, 1926. The duty will be reduced from 33½ per cent. to 20 per cent.

ACETONE, other than acetone which is subject to duty under the Safeguarding of Industries Act, 1921, as amended by the Finance Act, 1926. The duty will be reduced from 33½ per cent. to 20 per cent.

FORMALDEHYDE.—The duty will be reduced from 33½ per cent. to 25 per cent.

TARTARIC ACID.—The duty will be reduced from 20 per cent. to 15 per cent.

SAFETY RAZOR BLADES.—The duties will be reduced from 20 per cent., plus two shillings the gross, to 20 per cent., plus one shilling the gross.

It should be noted that, in the cases of acetic acid and acetone, all grades and kinds that are liable to key industry duty of 33½ per cent. will remain unchanged; only the grades and kinds not liable to duty under that Act are covered by the reduction. These changes in the rates of import duty will apply to shipments from all countries with whom the United Kingdom has in operation the "most-favoured-nation" clause in their inter-trade agreements.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1933, p. 329.

(From "The Trade Marks Journal," April 19, 1933.)

Design composed of straight lines resembling letters "C G C Ltd"; for anaesthetics (3). By Condensed Gas Co., Ltd., 171A Oxford Road, Manchester. 537,543.

"OCTON"; for medicinal chemicals (3). By Knoll, Ltd., 38 Great Tower Street, London, E.C.3. 538,950.

"RONDO"; for medicinal chemicals excluding ointments and liniments (3). By E. W. Sykes, 6 Yarell Mansions, Queen's Club Gardens, London, W.14. 539,084.

"SURE SAIL" on circular design of ship and five galloping horses; for a sea-sickness preparation (3). By R. L. Stott, Birchfield Villa, Strathallan Road, Onchan, I.O.M. 539,519.

"KEMPAC KEMPOLITS," "KEMPAC SIPPIT," "KEMPAC SLIMIDS," on diamond shape ("Kempolits," "Sippit" and "Slimids" disclaimed); for poultices, liquids and obesity preparations (3). By Kempac, Ltd., Clarence Hall, Bradford Road, Batley. 539,551/552/553. (Associated.)

"RALCYL"; for food substances (42). By Wilcox, Jozeau & Co. (Foreign Chemists), Ltd., 15 Great St. Andrew Street, London, W.C.2. 540,124. (Associated.)

"ASTOLENE"; for perfumery, etc. (48). By Edwards Harlene, Ltd., 20-26 Lamb's Conduit Street, London, W.C.1. 538,499. (Associated.)

"DULACO"; for perfumery, etc. (48). By D. Collins & Co., Ltd., 144 Great College Street, London, N.W.1. 538,696.

"MAGNAXIDE"; for preparations for the teeth (48). By F. Nathan, 30 Portland Avenue, London, N.16. 538,770.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

Council Election

SIR,—May we, on behalf of the chemists of Bath and district, particularly direct the attention of members to the candidature of Mr. Walter Deacon at the forthcoming Council election? His three years of office have indeed fulfilled the confidence which the pharmaceutical electorate reposed in him in 1930. His progressive policy, combined with undoubted ability and wide business experience, make him the ideal representative for the Pharmaceutical Council. He has, furthermore, filled with distinction the majority of public offices open to a citizen in his own borough, whilst his thorough knowledge of the needs of the chemist who has to earn his living by retail trading gives him that insight which will be so necessary in the conduct of affairs if, and when, the Pharmacy Bill now before Parliament becomes law.

Yours faithfully,

W. H. HALLETT, President;
THOMAS J. CORNISH, Ph.C., Hon. Sec.

Bath.

Medicine-Stamp Duty

SIR,—As suggested by you in a recent editorial article (April 22, p. 441), medicine-stamp duty seemed likely to be one of our chief pre-occupations until such time as the Chancellor of the Exchequer disclosed the secrets of his Budget. I should have been surprised, however, if the changes thought necessary to check the loss of revenue due to evasions of duty, far-reaching as they are likely to be, had been dealt with as part of the year's financial arrangements. Some most ingenious plans for enabling the Chancellor to obtain greatly increased revenue from sales of medicines have been evolved, but what chemists should dread most will be any proposal to deal with the matter in such a way as to deprive them of the protection conferred by the Medicine Stamp Acts. As you point out, there is a much more important point to be considered, so far as chemists and druggists are concerned, than mere alterations of the rate of duty, amounts of licence, and financial considerations generally. Of much more vital importance is retention of the chemist's statutory privilege which, as you so clearly explain, protects him in the practice of his occupation as a seller of drugs and medicines. Originally, the imposition of medicine-stamp duty was largely, if not mainly, intended as a means of discriminating between legitimate practitioners and quacks; hence the exemptions from duty in the case of chemists and others who handle drugs and medicines in a legitimate way. This distinction is one of our most valuable safeguards against unqualified competition, and no effort should be spared to oppose entire repeal of the Medicine Stamp Acts and the taxing of sales of drugs and medicines upon a uniform system, irrespective of the qualification of the seller. Recognition of chemists and druggists as the persons best fitted by their training and qualification to supply the public with medicaments needs to be strengthened rather than weakened, and we ought to concentrate upon maintenance of the important principle underlying the provisions of the Medicine Stamp Acts instead of displaying undue concern regarding the financial side of the business.—Yours faithfully,

JOHN HUMPHREY.

Harrow.

Sir,—Contrary to rumour, the new Budget contained no reference to the medicine-stamp duties, but the various suggestions which you enumerate (p. 441) show that there are several ways in which the Act could be altered, and probably none of them would be of any assistance to the retail chemist. The suggestion that the duty should be done away with and substituted by a licensing system would mean that the trade would pay the tax instead of the consumer as at present, and also that the smaller man would pay out of proportion to his

trade in the medicines compared to the larger shops, as there could not very well be a graduated scale according to turnover. Whether the small general shops, which at present have patent-medicine licences, would find it worth their while to pay a larger amount is doubtful; but if the known, admitted and approved exemption was suspended they might use the licence to cover the sale of all classes of chemists' goods as well as the nationally advertised proprietaries, in which case the chemist would certainly be worse off. The whole of the present trouble has been brought about by the big manufacturers jumping the chemists' claim; and the simplest way to put the matter right would be to enforce the application of the exemption to its original owners, chemists in retail business packing their own lines, and to do away with the "brand" exemption, thus restoring the revenue from this source.—Faithfully yours,

EXEMPTED (1/5).

"Ullage" Stock

SIR,—“Northerner” uses the term “ullage stock” (*C. & D.*, April 22, p. 449) in referring to the remainders from proprietaries which have been obtained for the purpose of dispensing prescriptions, and which are only partly used. But he takes as an example the case of a prescription ordering thirty-six tablets of a special make, the smallest package issued by the makers containing fifty tablets, thus leaving fourteen over. In such a case as this, providing the tablets did not come within the D.D.A. Regulations, I should have dispensed the original package as the nearest size; this is the method which is allowed in panel dispensing, and should be adopted for ordinary prescriptions. If the prescriber was anxious to prescribe a proprietary remedy, at least he could have specified “original packet”; but by dispensing the smallest size issued nobody is the loser, because if the exact number were supplied they would have to be priced out so that the chemist suffered no loss. When it comes to the question of liquid preparations prescribed in combination with other drugs this procedure cannot be followed, and it is these which occasion the chemist most loss. Some chemists have adopted the idea of charging for the original proprietary *plus* the rest of the ingredients and the dispensing fee in the first instance, and then informing the customer that repeats will be charged at a correspondingly lower rate. This, however, means an explanation to the customer, who naturally cannot see why he should pay for medicine which he does not use.—Yours truly,

SOUTHON (2/5).

Pharmacy and Poisons Bill

SIR,—Mr. Neathercoat, in his election address (*C. & D.*, April 29, p. 458), says that he is satisfied with his work in connection with the policy of the Bill, and even in securing what may be its ultimate acceptance. But are we? According to Mr. Neathercoat it could have been swallowed whole, as he testified; yet, in fact, we know that no amendments whatever would have been secured but for the timely efforts of an opposition led by Mr. McNeal and Mr. Clarke. It is admitted that the Act will open channels, now more or less closed to wholesalers, at the expense of the private chemist. The Society will have a strong official constitution and be wealthy from the fees payable by the private chemist. Last and not least, in fact as well as in effect, is the chemist, who will have to find the means to keep the ball rolling, and officials moving. His position is as ludicrous as it is serious. He is to pay up for his losses, for I do not discover in the Bill a tangible advantage as an offset. The proposed amendments of the British Pharmaceutical Association are within the sphere of possibility—I sincerely hope to find them in the final Act.—Yours, etc.,

QUID PRO QUO (2/5).

Dispensing Notes and Difficulties

A Case of Saturation

SIR,—This script has given me considerable trouble, and I have had difficulty in dispensing a presentable mixture. Substitution of alkaloid for caffeine citrate was of no avail:—

Potass. cit.	..	..	gr. xv.
Sodii cit.	..	..	gr. xv.
Caffeinæ cit.	..	..	gr. v.
Aquam	..	..	ad 3ss.

Yours faithfully,

DIFFICILE (2/6).

[The individual salts require, in the order of their solubility, 20, 30 and 160 minims to dissolve them. If the potassium and sodium citrates are alkaline, which is usually the case, and the caffeine is estimated, as alkaloid, the solubilities would add up as 20, 30, 200=250 minims. Adding more acid is of no avail, as the finished mixture, without it, is acid. The thick, almost semi-solid, mass dissolves again by the addition of a small quantity of water. The quantity of deposit appeared at first as if a new additive compound had been formed. The solubility in about 5 drachms instead of 4 drachms shows that it is a simple case of super-saturation while warm coming out of solution when cold. Unlike benzoates, etc., which help solution, the alkali citrates decrease the solubility. To dispense, rub the salts down to a fine powder and gradually add the water to which has been added one-eighth part of mucilage of tragacanth.]

Legal Queries

G. M. (21/12).—Since Dover's powder has been exempted from the Dangerous Drugs (Consolidation) Regulations, 1928, prescriptions calling for this preparation need not be entered in the dangerous drugs register.

W. S. (25/3).—A duty stamped box containing cachets, capsules, lozenges, pills, powders, tablets or other solid medicines apportioned into doses may be broken open and the contents sold singly, or in small quantities, unstamped by a licensed vendor, provided they are not repacked but sold loose or in a twist of paper.

F. L. O. (14/2) proposes to visit the surrounding country, in the mornings, in his private motor-car, soliciting orders for goods. He will not carry any samples or goods with him; but when he gets orders, he will deliver the goods in his car, in the afternoon of the same day. Will he require a hawker's licence? [No hawker's licence will be required in the circumstances stated.]

C. H. P. (29/3).—The fact that the wine you refer to is not mentioned in the new B.P. has no bearing on the law as to the licence required for its sale. Wine is included in the definition "intoxicating liquor," and as such cannot be sold by retail without a justices' licence except by a licensed wine dealer on premises used exclusively for the sale of intoxicating liquors or intoxicating liquors and mineral waters only; and in such a case the dealer must also hold an Excise licence to retail wine. There is no such thing in law as a medicated wine. Strictly speaking wine cannot be sold by retail in any case without an Excise licence; but the Excise authorities do not insist upon a licence being taken out by a chemist to sell wine which is in the opinion of the Government Chemist genuinely medicated, and which is by the dosage shown on label evidently intended to be used as a medicine and not as a beverage. Among the wines to which this privilege had been extended is quinine wine containing 1 grain of quinine hydrochloride to the fluid ounce. As regards the justices' licence the position is different. Under the decision in the recent Brighton case heard in the High Court a chemist may be convicted of an offence if he sells without a justices' wine-licence any liquor which, although medicated, can still be said to be a wine.

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

C. B. J. (24/4).—RED DRENCH FOR CATTLE.—The following is the type of preparation to which we think you refer:—

Boracic	..	..	3xij.
P. potass. nit.	..	..	3viii.
Tinct. opii	..	..	3vj.
Spt. camphor.	..	..	3x.
Ras. santal. rub.	..	..	3ij.
Ol. origani	..	..	3ij.
Tr. capsici	..	..	3iv.
Aq. ferv.	..	..	Cong. j.

Allow to stand a day or two, and filter.

For a Cow Blown or Hoven.—Two wineglassfuls in a pint of mint tea, hot.

Red Water or Black.—Two wineglassfuls in a pint of warm milk or whey.

Bloody Urine.—Two wineglassfuls in a pint of linseed oil.

Diarrhoea or Scouring.—Three wineglassfuls in a pint of milk, previously boiled with a little flour.

Fellon Cold or Influenza.—Three wineglassfuls in a pint of warm treacle-water.

Colic or Gripes in Cow or Horse.—Quarter-pint in a pint of hot water with a wineglassful of turpentine, rubbing the loins with the same.

Garget or Downfall (Gorgle) in Udder.—Apply warm.

Milk Fever.—Quarter-pint with one ounce of alum in a quart of barley-water.

Diarrhoea or Dysentery (Gurr) in Calves.—A large tablespoonful (first dose) with one ounce of castor oil in half-pint new milk; (second dose) in half-pint new milk and half-ounce chalk.

R. W. M. (21/3).—FUNGUS ON GOLD-FISH.—The sample of gold-fish fungus-removing preparation is a white granular powder containing sodium, potassium carbonate, and some boron compound, much chloride and a substance which on acidification liberates iodine from potassium iodide. The following is suggested for producing a similar article: Sodium chloride 75 per cent., potassium bicarbonate 20 per cent., sodium perborate 5 per cent.

J. W. A. (6/3).—INSECTICIDE.—This is described as an American non-alcoholic preparation. It is a colourless liquid exhibiting the properties of ethylene dichloride; s.g. 1.22, boiling point about 88° C.

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Reprinted from

"The Chemist and Druggist," May 15, 1883

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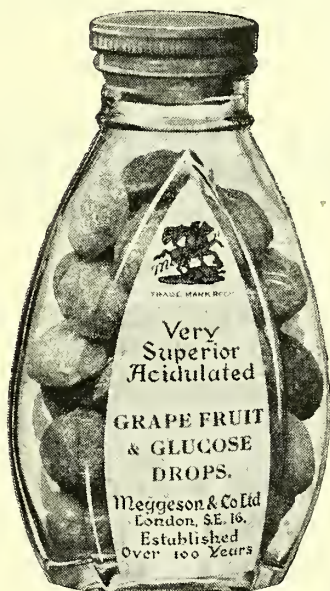
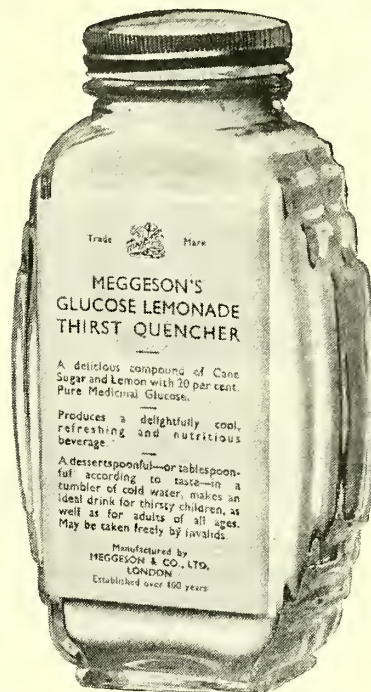
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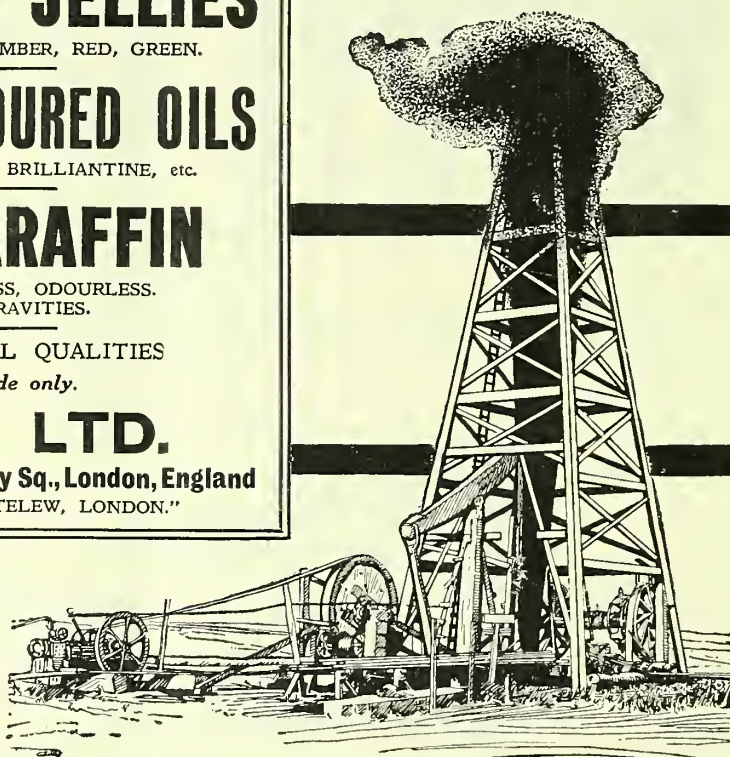
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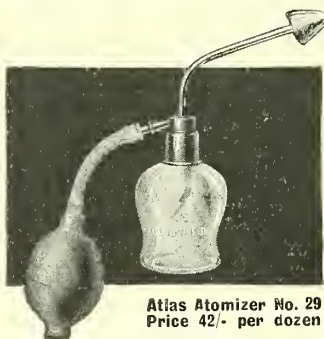
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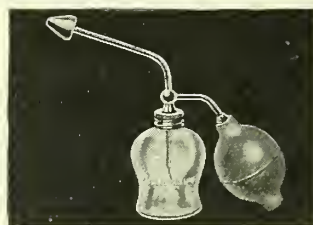
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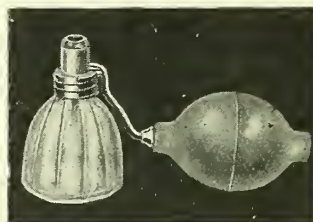
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SCIATICA
INFLUENZA
AND COLDS**

from your
usual
wholesaler
or write
direct

SHOWCARDS & DISPLAY MATTER

Sent upon application to Cephos Ltd., Blackburn, whether you obtain supplies from us or elsewhere.

Cephos Ltd. Blackburn



Iglodine

THE SAFE AND PURE ANTISEPTIC,

And its Kindred Preparations, are Dependable,
Quick-Selling and Profitable to the Chemist.

THEY SATISFY BUYERS AND BRING REPEAT ORDERS!

IGLODINE, the Ideal Home Healer, is Highly Recommended by the Medical Faculty, and Retails at 10d., 1/6 and 3/- per Bottle. IGLODINE Specialities include—EMBRICATION, TOILET SOAP, OINTMENT, CREAM, THROAT TABLETS, SUPPOSITORIES, SHAVING STICK, PASTILLES, NASAL DOUCHE, SALICYLATED: Also FIRST-AID OUTFITS.

P.A.T.A. Photo-Litho Showcards. Window Display Scheme
Particulars and Prices from

THE IGLODINE Co., Ltd., NEWCASTLE-ON-TYNE.

HOPKIN & WILLIAMS LTD.

MANUFACTURERS OF FINE CHEMICALS

Announce the publication of ORGANIC REAGENTS for METALS

describing the use of 17 organic substances
in the detection and estimation of metals

61 pages

Price 1/3 post free

16 & 17 CROSS STREET, LONDON, E.C.1

Rexall

Showcards

SELL

the goods


*For Quality, Style
and Price
try*

Rexall
BEAUTY
PRODUCTS

Rexall SKIN CREAM 1/6 PER JAR	Rexall COLD CREAM 10" & 1/3
Rexall TOOTH PASTE 1/- PER TUBE	Jonteel TALCUM POWDER 1/- PER TIN
	Jonteel FACE POWDER 1/9 PER BOX

Here are two typical examples of illustrated lithographed cards supplied free of charge to Rexall Agents

Puretest
OLIVE OIL
(LUCCA OIL)



Specially selected for flavour as a high-class SALAD OIL. Very valuable for Medicinal use. Popular Prices

Window and counter display material is an important factor in the world-wide success of Rexall, and in addition, Agents receive practical help in their publicity and selling problems.



Chemists in districts without a Rexall Pharmacy are invited to write for full particulars of the Rexall proposition. Every enquiry will receive personal attention.

UNITED DRUG COMPANY LIMITED,
KIRKEWHITE ST., NOTTINGHAM

THE FINEST OINTMENTS ARE

SPUN

(REG'D)

—OF COURSE!

PRICES OF BULK AND PACKED OINTMENTS UPON APPLICATION.

EFFERVESCING SALINES, CITRATES, LYSOL,
HYDROGEN PEROXIDE, PARAFFIN LIQUID, ETC.

Telephone: Hop 2422

Telegrams:
"Ushenspuna, London."

ROBERT BLACKIE

SHEN WORKS,
TOWER BRIDGE RD.,
LONDON, S.E.1

RIVISTA ITALIANA DELLE ESSENZE E PROFUMI

(Affiliated to the Technical Press Association.)

FIFTEENTH YEAR OF PUBLICATION

Official Organ of the Group of Producers of Aromatic
Substances of the National Fascist Federation of Chemical
and Allied Industries.

Director : - - - - Dr. EMMA FENAROLI

Editorial Offices : - VIA S. VINCENZO N.38 MILAN

Telephone : 31 216-C.P.850.

Producers of Aromatic Substances for Perfumery—Manu-
facturers of Articles used in the Perfumery Trade—This is
the Periodical in which to Advertise effectively in Italy.

MAKE USE OF ITS ADVANTAGES

SAMPLE COPY AND TARIFF ON REQUEST.

OUR SIDE AND YOURS THE 'ASPRO' SALES POLICY



Two factors operate to produce for you the maximum 'ASPRO' sales. One is the 'ASPRO' advertising to the public which is carried on by the largest newspaper campaign of its kind in the world, backed up by periodic distribution of broadsheets and booklets into almost every home in the country. The other is the vast window display service available for all chemists. When you show an 'ASPRO' window display you definitely connect up with this huge advertising campaign. You obtain direct benefit in greater 'ASPRO' sales and additional benefit from the sale of other goods which you can sell to customers who come into your shop for 'ASPRO'. It definitely pays to show 'ASPRO' display matter in your windows continuously. Frequent changes are available so it does not get out of date. You can also increase your sales by utilising the 'ASPRO' advertising bag and envelope service. You make a definite saving, too. The prices are given below. Then there is the 'ASPRO' bonus which is equivalent to 17 per cent. extra profit if you buy 'ASPRO' on bonus terms. Why not order a bonus parcel through your wholesaler to-day and write us for an 'ASPRO' window show and a supply of bags or envelopes so as to obtain the maximum benefits from the large amount of 'ASPRO' sales that are about.



OUR SIDE, THE ADVERTISING SIDE, IS ALWAYS IN OPERATION, YOUR SIDE, THE DISPLAY SIDE, COMES INTO OPERATION WHEN YOU PUT IN AN 'ASPRO' WINDOW SHOW. THESE TWO FACTORS WORKING TOGETHER BRING INCREASED SALES ACTIVITY.

PRICES FOR 'ASPRO' PAPER BAGS AND ENVELOPES

Kristal Envelopes	-	-	-	2/6 per 1,000	} Cash with Order
Greaseproof 2oz. Bags	-	-	-	1/- per 1,000	
Greaseproof 2oz. Bags (long)	-	-	-	1/6 per 1,000	

Agents:

GOLLIN & CO. PTY., LTD.
(‘Aspro’ Dept.) SLOUGH, Bucks.

Telephone: SLOUGH 608

'ASPRO' consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made by ASPRO LTD., Slough, ENGLAND

No proprietary right is claimed in the method of manufacture or the formula.

'ASPRO'
REG. TRADE MARK

THE SPECIAL BONUS OFFER

which has been circulated to the trade shows profits up to 91% on outlay on Collosol preparations.

The medical profession are now in possession of the monograph 'A New Force in Antisepsis' introducing the Karvol series of products, all of which are incorporated in the Bonus terms offer.



Apply at once if particulars are not already to hand.

THE CROOKES LABORATORIES

(British Colloids Ltd.),

PARK ROYAL, LONDON, N.W.10

'Phone : Willesden 6313 (3 lines).

'Grams : Collosols Harles, London.



"META" SAFE SOLID FUEL

In Packets:

10 bars	-	6d.
20 "	-	1/-
50 "	-	2/3
100 "	-	4/-

"META" Appliances from 6d. to 6/3

Stock genuine "META" Appliances!

K-D AIR Desiccator!

The new quick-selling line that
DETECTS AND CORRECTS DAMP

Our Selling Slogan is:

**"Keep Damp out of
everything you own"**

Full Particulars, Literature, Display
Matter, etc., "Meta" and "K-D,"
from Sole Distributors:

ELMESAN (London) LTD.

66 Victoria St., London, S.W. 1

AS DEMONSTRATED TO THOU-
SANDS AT "DAILY MAIL" IDEAL
HOME EXHIBITION.



MEL ROSE— TABLETS

FOR
CHAPPED
HANDS, &c.

Manufactured for close on 50 years



The public demand is
maintained in spite of
many imitations, and
Chemists can rely on
sales all the year round.

Look to your Stocks.

2d. and 4½d.

MEL ROSE— CREAM

Sold in Jars for the Dressing Table.
Contains all the remedial properties of
the Tablet made up in a softer form.

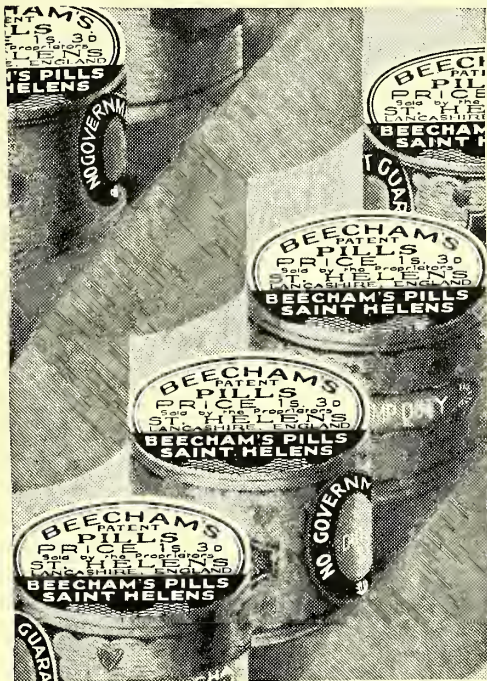
9d.

ROBERTS & SHEPPEY SOLE
MANUFACTURERS
2 SKIPTON ST., LONDON, S.E.1

Two lines that sell every day—every year

£2 parcel for either Beecham's Pills or Beecham's Powders or Assorted Beecham's Pills and Beecham's Powders

38% PROFIT



BEECHAM'S PILLS

The family remedy for the last 80 years for SICK HEADACHE, BILIOUSNESS, CONSTIPATION and INDIGESTION. The best daily seller in the Drug Trade.

An intensive advertising campaign is continually appearing in all leading National and Provincial papers. This is supplemented by House-to-House distributions throughout the country.

There is no fear of Bad Stock as all replacements are made free of charge.



BEECHAM'S POWDERS

Introduced a few years ago, have the confidence of the public for INFLUENZA, COLDS, CHILLS, HEADACHES, RHEUMATISM, LUMBAGO, NERVE PAINS, etc. Made from the finest ingredients obtainable. Chemists will be well advised to keep adequate stocks of Beecham's Powders to enable them to meet the big and increasing demand.

TERMS TO THE TRADE

Beecham's Pills	...	1/3 Size	11/9 Per Doz.	Beecham's Pdrs.	...	1/3 Size	11/9 Per Doz.
"	"	3/-	28/-	"	" (Tablet Form)	1/3	11/9
"	"	5/-	54/-	"	"	5/-	54/-
Beecham's Cough Pills				1/3 Size	11/9 Per Doz.	3/-	28/-

Less 2½% Discount and 5% Window Display Allowance. Minimum Order £2-0-0 value. Monthly Account. All goods packed free and sent carriage paid. Stock more—show more and sell more Beecham's Pills and Beecham's Powders.

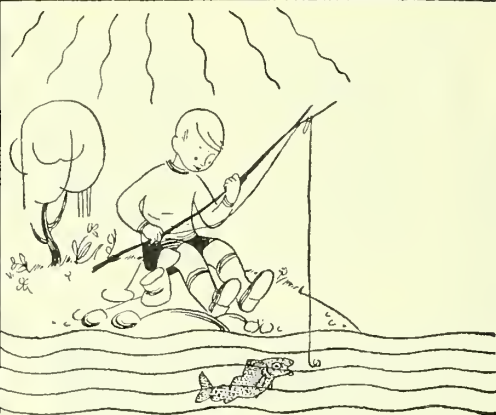
BEECHAM'S PILLS LTD.

ST. HELENS

LANCASHIRE

Telephone: 2241 St. Helens

Telegrams: Beecham St. Helens



A TEASPOONFUL OF
NORWEGIAN COD
LIVER OIL CONTAINS
MORE VITAMINS THAN



ALL THE BUTTER AND
MILK ANY INDIVIDUAL
CAN EAT AND
DRINK IN A DAY

One more reason for preferring Norwegian Cod Liver Oil

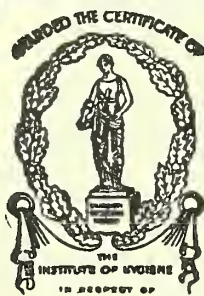
For centuries Cod Liver Oil has been used as a medicine on account of its wonderful curative properties. Modern science has explained and fully endorsed its invaluable prophylactic and therapeutic action. Quite recently a number of scientific experts have proved that *no* artificially manufactured vitamin product is a complete substitute for Cod Liver Oil.

As regards Norwegian Cod Liver Oil, moreover, there is an important safeguard in the fact that the Norwegian State supervises every shipment, refusing to permit the export of any barrel the contents of which fail to conform to the regulations for inspection.

Norwegian Cod Liver Oil

National Committee for Promoting the Consumption of Norwegian Cod Liver Oil, Post Box 226, Bergen, Norway.

3



ENGLISH DRIED MILK

*Enquiries
are solicited for the
following:—*

Full Cream "Dorsella" Dried Milk
Half Cream

Separated "Paragon"

Casumen, Soluble Milk Protein

Sweet Whey, Crystals or Powder

Kencream for Puppies

Unita (Dorsella and Casumen)

SUPPLIED IN BULK, TINS OR CARTONS

Quotations and samples on request

PRIDEAUX'S, LTD.
MOTCOMBE, SHAFTESBURY, DORSET

Phone No. : Shaftesbury 4

SELL BRITISH! HARROGATE SPA SPARKLING TABLE WATER

Bottled and Aerated for the Corporation of
Harrogate from one of Harrogate's 88 Springs by
CAMWAL LTD.

AQUAPERIA The British Medicinal
Aperient Water
Bottled by CAMWAL LTD.

CAMWAL Ltd. Factories at: London, Manchester,
Birmingham Bristol, Harrogate.

WEST END OFFICES: 123 Pall Mall, S.W.1

Quantitative Control of the Diet in Diabetes Mellitus

CHELTINE FOODS & FLOURS

revised and prepared under the supervision of an
Authority of the highest standing in the medical profes-
sion, are now freely advertised in appropriate publications,
so that Pharmacists should re-stock them with every
confidence.

The makers will be glad to supply attractive advertising
display-matter, booklets, &c., on request, free, together with
the fullest information about their products. Please write

**Cheltine Foods Co., 13 Chester Walk
CHELTENHAM SPA, ENG.**

**Andrews offer
£500 for a Title—
+ 267 other CASH prizes**



Mr. H. M. Bateman has again drawn for us, in his own characteristic way, an ANDREWS picture without a title. Can you supply one?

£900 IN PRIZES

1st Prize	£500	5 Prizes of £10 each
2nd "	£100	10 " " £5 "
3rd "	£50	50 " " £1 "

Two Hundred Prizes of 10/- each

£50 will be paid to the Retailer who supplied ANDREWS to the First Prize Winner.

CONDITIONS:

Write your title or sentence on a sheet of notepaper. Beneath, write your name and address in BLOCK LETTERS, also the name and address of the Retailer from whom you purchased your Tin of ANDREWS. Attach, securely, the paper DISC from either size tin of ANDREWS Liver Salt and post to ANDREWS COMPETITION, KILLINGWORTH PLACE, NEWCASTLE-ON-TYNE to arrive not later than Tuesday, June 6th, 1933

You may send in any number of entries, but each must be on a separate sheet giving your name and address and that of your Retailer, with an ANDREWS DISC attached to each entry. The Judge's decision will be final. In the event of a tie, prizes will be divided. The best way to draw inspiration for this Contest is to try Andrews for yourself. To countless persons, young and old, Andrews is a trusted aid to happy and healthful living the whole year round.



ANDREWS

TITLE COMPETITION

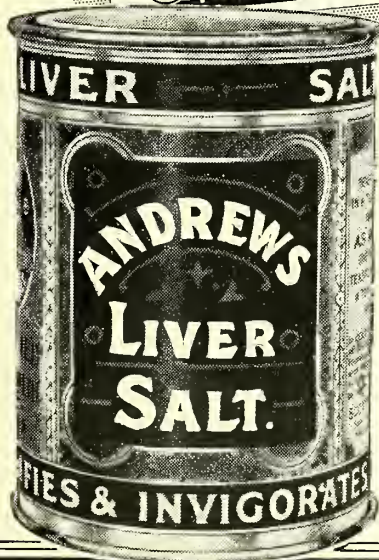
£50

for the Retailer supplying Andrews to 1st Prize Winner

Every entry in the Andrews 1933 Title Competition must be accompanied by a disc from an Andrews Tin *and* the name and address of the Retailer from whom the Tin was purchased. The Retailer who supplied the First Prize Winner with the Tin from which his or her disc was taken will receive a cheque for £50. The more you display Andrews, the more of it you will sell and the greater will be *your* chance of securing this Special Prize.

The First Prize in this year's Andrews Competition is being increased to £500—double that previously offered. There is bound to be a record entry with correspondingly *increased* sales and profit for all concerned. Leaflets, window bills and other selling helps are now available. If you have not yet received a supply, write to the address below.

**SCOTT & TURNER LTD.,
GALLOWGATE, NEWCASTLE-ON-TYNE**



NOTE! FREE YEAST PACKED WITH EACH TIN



NOW! LIBERAL EXTRA DISCOUNTS!

YOUR CUSTOMERS can easily make PURE BEER AT HOME

(The "Daily Express" says so)

FOR **1^D PER ALE OR PINT STOUT FROM**

VIGGORMALT

THE PURE TRIPLE - STRENGTH EXTRACT OF RICH MALT & HOPS ONLY

(NOTE THAT WORD "ONLY")

NO SUGAR OR OTHER ADULTERANT IS ADDED TO MAKE BULK AND CHEAPEN COST

YEAST
SUPPLIED FREE
WITH EACH TIN

NO MILLING
MASHING
BOILING OR
FILTERING

Simply Add Cold Water

WHY IT PAYS YOU TO STOCK VIGGORMALT

1. BECAUSE it is the only preparation for the making of pure Beer upon which you can stake your reputation.
2. BECAUSE you can recommend it with the knowledge that it contains no substitutes for Malt and Hops, but only the real thing.
3. BECAUSE greater sales have decreased overheads per unit, enabling us to offer liberal extra discounts to the dealer!

CARRIAGE PAID ON ALL ORDERS

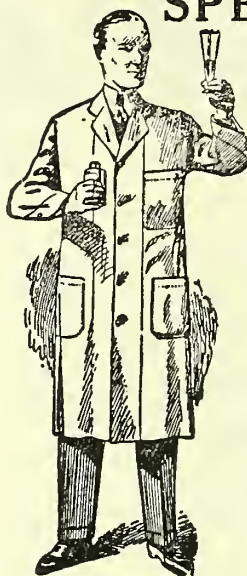
FULL PARTICULARS OF TRADE TERMS AND ATTRACTIVE DISPLAY MATERIAL SUPPLIED IMMEDIATELY ON REQUEST TO THE VIGGORMALT DISTRIBUTORS:

FASSETT & JOHNSON, LTD.
86 CLERKENWELL ROAD, LONDON, E.C.1

Sole Manufacturers:

VIGGORMALT Ltd., Davigdor Road, Hove, Sussex

OVERALL SPECIALISTS



JACKETS, WHITE DRILL
4/6, 5/11, 7/11

" KHAKI DRILL
8/6, 10/6

" BLACK POPLIN
12/6

" GREY 8/6

COATS (Long), KHAKI
5/11, 6/11, 8/6, 9/6, 11/6, 13/6

COATS (Long), GREY
7/6, 9/6, 11/6

" (Long), BLACK
14/6

DENTISTS' COATS,
WHITE, STAND COLLAR,
BUTTON on SHOULDER
12/6, 14/6, 16/6

SURGEONS' "OPERATING"
COATS, WHITE 12/6, 14/6

Jackets and Coats of very superior quality. Made from most reliable materials. Stock sizes 34 to 44 chest. Special prices for large quantities. Postage on single garment, 6d. Orders for 20/- Post Free.

Telephone: Bishopsgate 6751

GARDINER

& CO. (The Scotch House), LTD.
1, 3, 5 Commercial Road, LONDON, E.1
1 minute from ALDGATE STATION.

It's worth your
while
to stock and display
**DRUMMER
DYES**

because they are always
in great demand in these
days of enforced economy

safe
easy



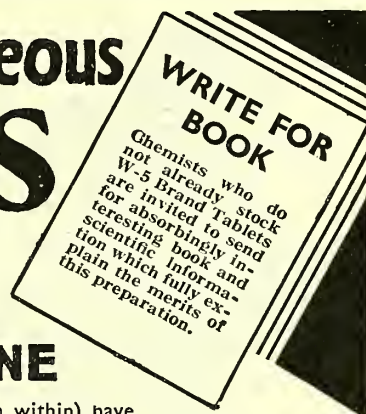
and
sure

EDGE'S

BOLTON



Great & Instantaneous SUCCESS OF THIS EXCLUSIVE & MOST PROFITABLE LINE



W-5 Brand Tablets (for the rejuvenation of the skin from within) have during the past few months proved conclusively that an article of substantial merit will always sell readily, even though it be not in the low-price class. W-5 Brand Tablets do not compete with other lines, and are well advertised in the leading papers appealing to women.



Fixed Retail Price
21/- per box

W-5 BRAND TABLETS OPEN A NEW ERA IN THE TREATMENT OF THE SKIN

This preparation embodies a new scientific principle and is the first to influence the skin biologically from within, thus restoring it to health and beauty. This new discovery is the topic of the day wherever women foregather.

Supplies can be obtained from wholesale houses or from:

GELTY DISTRIBUTING CO.
158-162 OXFORD STREET, LONDON, W.1

Literature and show material supplied free.



MEET THE COMING DEMAND FOR

EFFERVESCENT SALINES
" CITRATES
" GLAUBERS, &c.
LEMONADE POWDER
CONCENTRATED LEMONADE CRYSTALS

We are now booking contracts for these Summer lines in bulk or attractively packed with own name.

Quotations and Samples on application.

BAISS BROTHERS & CO. LTD.
174/6 GRANGE ROAD, BERMONDSEY, S.E.1

Telephone:
BERMONDSEY 1301

Telegrams:
"Ipecac, London."

MASON'S EXTRACT OF HERBS

May we have the pleasure of sending you particulars of our Window Display Scheme?



NEWBALL & MASON
LIMITED
NOTTINGHAM

STRENGTH — ENDURANCE
RELIABILITY — ATTRACTION

A better seamless moulded hot-water bottle designed to give the retailer a safe protected profit margin **FREE FROM PRICE-CUTTING.**
Maintained selling price 2/11d.

OVERSOLD SEASON 1931 - 32

OVERSOLD SEASON 1932 - 33

ORDER NOW FOR SEASON 1933 - 34

P. B. COW & Co., Ltd., Streatham Common, S.W. 16

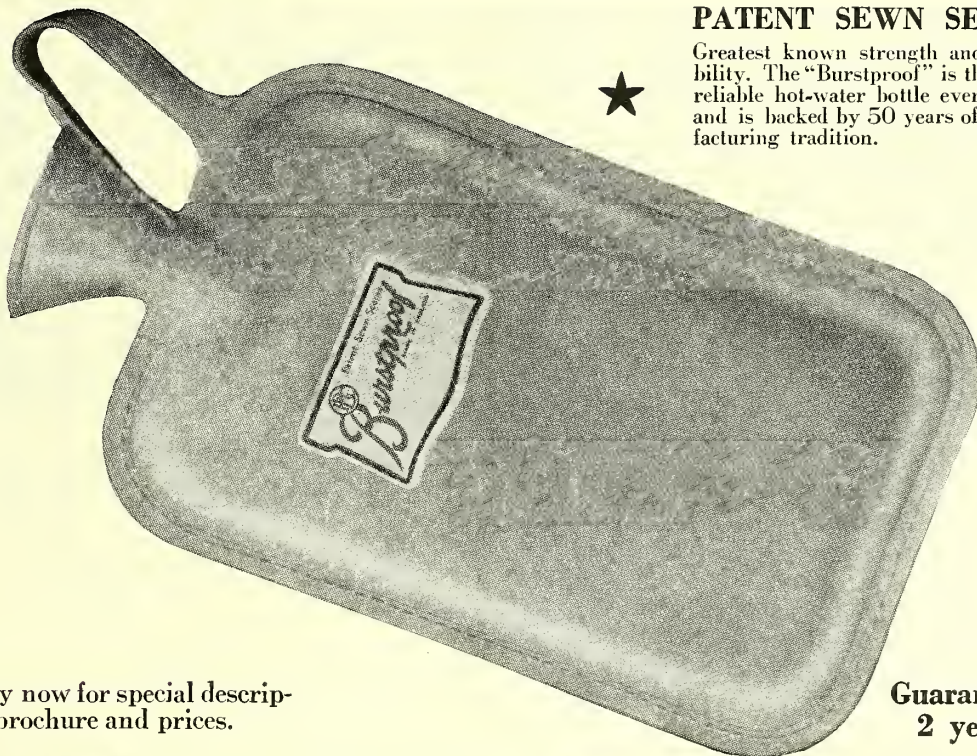
Consistent good Service—
Persistent hard wear. The
"SAFETY" enables you to
meet the low price demand
with profit and security.



**Guaranteed for 1 year
REDUCED PRICES**

PATENT SEWN SEAMS

Greatest known strength and dura-
bility. The "Burstproof" is the most
reliable hot-water bottle ever made,
and is backed by 50 years of manu-
facturing tradition.



Apply now for special descrip-
tive brochure and prices.

**Guaranteed
2 years**

P.B.COW & Co., Ltd., Streatham Common, S.W.16

SIMPLE & EFFECTIVE RECORD KEEPING

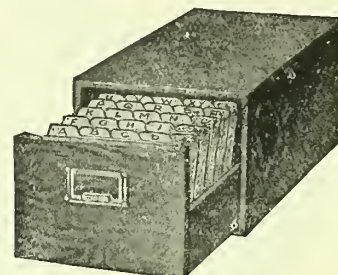
NAME _____ AGE _____ NO _____
 ADDRESS _____ PROFESSION _____

HISTORY _____
 WEARING R _____ L _____ V.A. R _____ L _____
 MUSCLE TEST R _____ L _____ OBJECTIVE TEST R _____ L _____

SUBJECTIVE TEST AND LENSES PRESCRIBED

		RIGHT					LEFT					
		SPH	CYL	AXIS	PRISM	BASE	SPH	CYL	AXIS	PRISM	BASE	
1ST TEST	DIST.											
	READ.											
FORM OF LENSES—FLAT _____ TORIC _____ BIFOCALS _____												
DATE _____ 19 _____ TESTED BY _____												
		RIGHT					LEFT					
		SPH	CYL	AXIS	PRISM	BASE	SPH	CYL	AXIS	PRISM	BASE	
2ND TEST	DIST.											
	READ.											
FORM OF LENSES—FLAT _____ TORIC _____ BIFOCALS _____												
DATE _____ 19 _____ TESTED BY _____												
REMARKS: _____												

Our new
Appointment Book is
having a ready sale



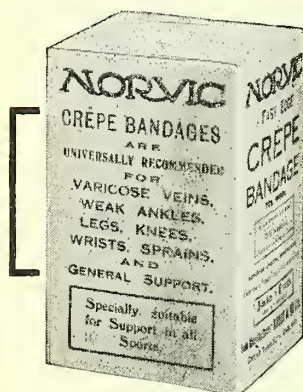
Record Cards size 6×4, printed both sides, reverse side full details for frame measurements.

250 3/- 500 5/- 1000 9/-

Record Cabinets for cards 6×4 with set of guide cards, 1, 2, or 4 drawers, from 12/- to 34/6 each

Samples and full particulars on application

JOHN BAIRD & SONS, Wholesale & Manufacturing Opticians,
 Telephone & Extensions: CENTRAL, 547 70 MITCHELL STREET,
 Telegrams & Cables: SPECTACLES, GLASGOW (A.B.C. CODE) GLASGOW, C.1
 ESTABLISHED 1889



INCREASE YOUR SALES

A small window or counter display will bring profitable results. A P.A.T.A. line with full 33 1/3% profit.
 From the leading wholesalers
 Sole manufacturers:
 Grout & Co., Ltd
 35 Wood St., London, E.C.2

WITH
NORVIC Regd.
CRÊPE BANDAGES

SOUTHALLS

The "ORIGINAL" and Most Popular

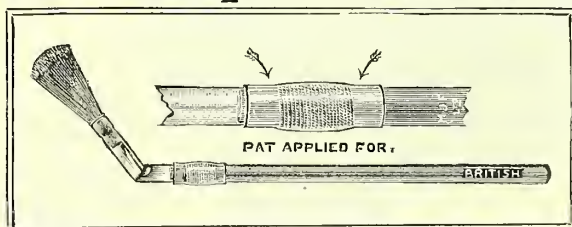
The "K." All wool in knitted cover, very soft

The "CELTEX." Made of Cellulose for easy disposal.

From your Wholesale House, please.

SANITARY TOWELS

An Improvement in Throat Brushes



MAKERS:

M. J. FECHER LTD., 10 Dod Street,
London, E.14

MOISTURE and GERM PROOF

Cellulose Covering over Binding.

A real boon to those who seek a perfect inexpensive Throat Brush.

In Camel Hair, loose 2/3 dozen

In Squirrel Hair, do. 2/9 dozen

Each sterilized in Transparent Cover, 4 1/2 d. doz. extra.

SAMPLE LOT OF 3 DOZEN CARRIAGE PAID.

Or may be had of any wholesaler.

Best sellers

The public is asking for **ZEAL** CLINICAL THERMOMETERS because they are:-
GUARANTEED TO STAY ACCURATE
CONSISTENTLY ADVERTISED

Made by
ZEAL

—the name the public knows.

G. H. ZEAL, LTD.,
 75 & 77, St. John St., London, E.C.1.



LIP.VAC

British Pat.
 260903.

1/11



No.
3

IMPROVED MODEL

WITH POURING LIP, ALUMINIUM CUP with HANDLE, CORRUGATED CANISTER in attractive colours.

No. 3—

½ pt. Fixed Selling	1/11.	Net Trade	17/- doz.
1 " " "	1/11.	" " "	17/- "
2 " " "	3/11.	" " "	35/- "

Guaranteed by

LIPVAC FLASKS LTD.

8 & 9 Ludgate Square :: LONDON, E.C.4

Telephone : CITY 3949.

Awarded Certificate by
 The Institute of Hygiene
 for Purity—Quality—Merit

LOCARNO

MEDICATED TOILET ROLL

Costs 3d



BRITISH
 MADE

Sells 6d

Sales
 restricted
 to Chemists

You are sure of
 repeat orders
 by selling the
 "LOCARNO"

Contains 650 sheets of pure
 white Sulphite Paper.
 Free delivery. Packed in cartons
 Free Sample Roll on application
 Each Roll 12 oz.

Sole Manufacturers:

J. RUTHERFORD & Co. L^{td}

VICTORIA PAPER MILLS
 VICTORIA RD. HOLLOWAY, LONDON, N.7

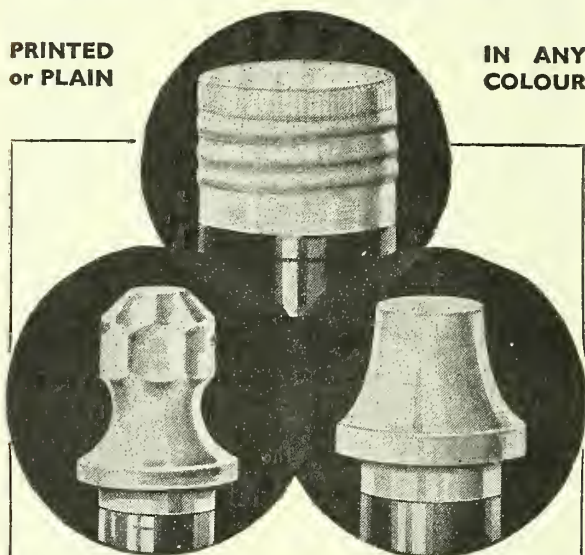
CONTRACTORS TO H.M. GOVERNMENT

VISKAP

SELF-FIXING
BOTTLE CAPS

PRINTED
or PLAIN

IN ANY
COLOUR



PROTECTION

first, last and all the time is definitely assured when your product is sealed with a Viskap. Place a wet Viskap in position—let it dry—seals as it shrinks. Perfectly hygienic. Entirely British.

ALSO

MOULDINGS

OF ALL DESCRIPTIONS

FROM

Bakelite & Similar Materials

Send us your enquiries.

We have a reputation of many years of service and quality to keep up and are anxious to help you.

LET US ADVISE AND QUOTE YOU

VISCOSE DEVELOPMENT CO., LTD.,
WOLDHAM ROAD, BROMLEY, KENT

Telephone: Ravensbourne 4561



GIVE THAT DISPLAY OUTER
a place on your Counter—

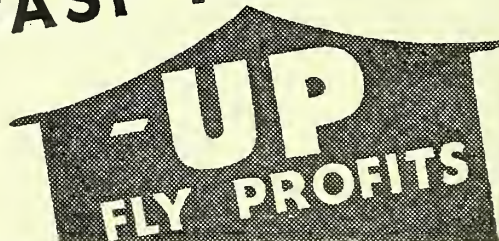
it will repay you handsomely for the space it occupies—it is attractive to Customers and Rodine is attractive to Rats.

Get Rodine on best terms from
HARLEY, Rodine Works, PERTH, SCOTLAND.



It's the small line with the huge sales, this Wasp Flyband. It takes up no room on your shelves and it lasts indefinitely—no dead stock left on your hands. It is the surest, quickest, cleanest fly-catcher and customers are always satisfied. **Stock up now.** Wasp Flyband will make good profits for you.

WASP FLYBAND



Manufactured by F. W. Hampshire & Co., Ltd., Sunnydale, Derby



Next Monday

every chemist will receive

TWO BOB MARTIN

**display pieces which have
been specially designed
to make his sales of
Bob Martin's Condition
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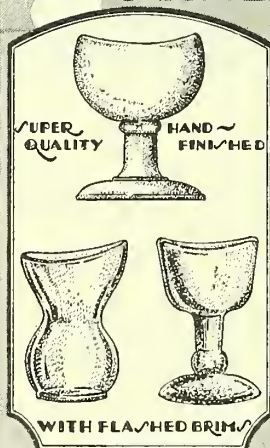
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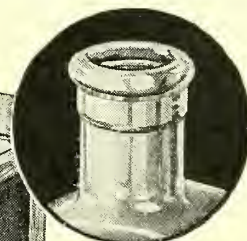
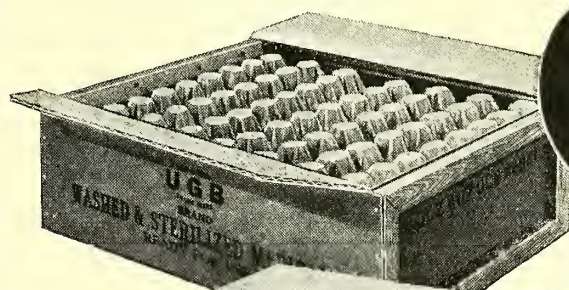
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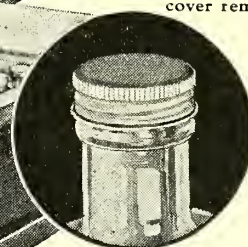
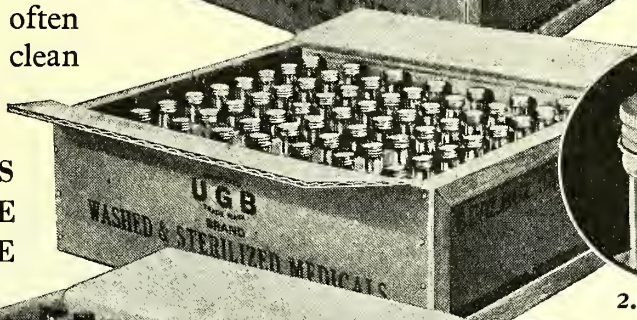
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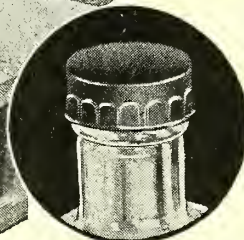
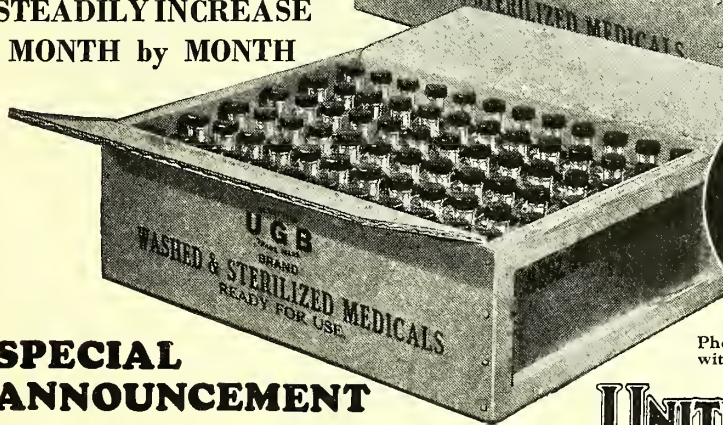


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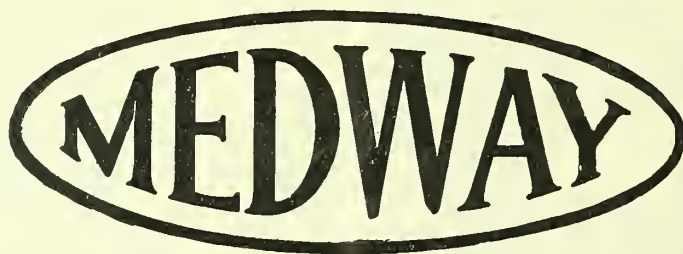
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28 ESSEX STREET, LONDON, W.C.2

MAY 6,
1933

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10.—HERTS SUBURB.—Good-class Retail and Dispensing Business; bold position in main road; returns under management about £120 per month at good prices; rent £100; long lease; stock worth about £600; price £1,100, or £100 goodwill and stock and fixtures at valuation.

11.—KENT COAST.—Cash Retail Business returning over £1,700 per annum, net profit about £450; single-fronted shop, nicely fitted and fully stocked; held on lease; living accommodation; valuation terms entertained.

12.—HANTS COAST.—General Retail Business with small amount of N.H.I.; returns about £1,250 per annum; double-fronted shop, nicely fitted and stocked; held on lease at reasonable rental; price for quick sale £650.

13.—EASTERN COUNTIES.—General Retail Business, with Kodak Agency; returns under management exceed £1,600 per annum, increasing; rent £100; lease 15½ years; stock and fixtures worth about £800; price £1,150.

14.—DERBYSHIRE (Death Vacancy).—Mixed Retail Business with Dispensing connection and small amount of Wholesale; returns last year about £2,000, gross profit 40 per cent. on retail and 70 per cent. on wholesale; stock and fixtures worth about £850; living accommodation; price to include freehold £2,000, or a lease would be granted at a rental to be agreed; premises worth £1,000.

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SOUTH OR SOUTH-WEST ENGLAND.—Sound Genuine Business required by September for Private Chemist; substantial turnover, with proportionate overhead charges; house and garden essential; full capital available; purchase of property considered; all replies treated in confidence. 421/11, Office of this Paper.

CHEMIST, having recently disposed of his business in the Provinces, requires to purchase a Sound Business, preferably in or near to London; capital available for immediate purchase of a suitable business, preferably one doing not less than £3,000 per annum; please write in strict confidence, and an immediate visit, where suitable, will be made; references can be supplied in advance if required. 220/879, Office of this Paper.

CHEMIST wishes to purchase a Sound Business; turnover between £2,500 and £5,000 per annum; no agents, please; free to interview; cash waiting; negotiations will be conducted with utmost privacy and dispatch; banker's reference on receipt of letter. Please write "Chemist," Bramshott, Highwood Road, Uttoxeter, Staffs.

PRIVATE Chemist with capital up to £3,000 requires a Sound Business situated in any part of England; immediate negotiations can be entered into for the purchase of a suitable concern. Please write in the first place, on the understanding that all information will be treated in the strictest confidence, to 220/878, Office of this Paper.

PRIVATE Pharmacist with capital upwards of £2,000 wishes to negotiate immediately for the purchase of a Sound Business in the London area, as central as possible; living accommodation optional; can negotiate immediately, and will arrange for early investigation; full confidence guaranteed. 220/880, Office of this Paper.

WANTED, Business in Essex or borders; turnover £3,000 or more; living accommodation preferred; good price given. Apply Chemist, 327 Ley Street, Ilford, Essex.

PREMISES FOR SALE.

BRADFORD SUBURBS.—House and Shop, recently modernised; owner prepared to finance approved Chemist; premises eminently suitable for this purpose. Apply C. H. Lord, 19 Market Street, Bradford. Phone 1672.

PREMISES TO LET.

HANWELL.—Two shops, fitted modern fronts and one with upper part, to let without premiums. Apply Hillier, Parker, May & Rowden, 27 Maddox Street, W.1. Telephone Mayfair 7666.

ROMFORD.—Splendid opening for Chemist; new corner parade; shops and flats; top of South Street; nearing completion; facing multiple shops; 4 shops let to multiple tenants.—Plans, &c., Vickers & Stanley, 78/8, Berners Street, W.1.

WIMBLEDON.—The ideal position for Chemist, no opposition; main road shop and premises; rent £110 per annum, or price £1,200 freehold. Keys with Ogden, Chartered Surveyors, facing Wimbledon Station. Wm. 0044.

OPPORTUNITY for a Chemist.—Coldharbour Lane, by Loughborough Junction, a prominent shop and house in established position; now ready to occupy; suit many trades; rent on lease £120 per annum freehold. Apply "Shop," 39 Moorgate, E.C.

SHOP with dwelling, in populated district, suitable for Chemist; £65 per annum on lease; recommended by Morgan, Baines & Clark, Wallington.

AGENCIES.

FRENCH Pharmacist (Doctor in Pharmacy), some time pharmacist in Paris Hospitals, now proprietor of an important Paris pharmacy, desires the Exclusive Representation for France of an English Pharmaceutical Specialty; he is open to undertake packing and distribution to retailers and wholesalers. Write J. Renard, 142 Avenue de Clichy, Paris.

SALE BY AUCTION.

SALE ROOMS, 5 LITTLE BRITAIN (close to G.P.O.), LONDON, E.C.1.

Removed from Piccadilly, Oxford Street, Walthamstow, &c., for convenience of sale.

The well-made **FIXTURES OF THREE CHEMISTS' SHOPS**, including a 12 ft. Drug Run, two 10 ft. Drug Runs, three 8 ft. Wall Showcases, two 6 ft. Ditto, two 6 ft. Ditto, mirror-backed, two 8 ft. Glass-fronted Counters, several All-glass Counters, Silent Salesman, Counter Cases, Mirrors, Cashier's Desk and Tills, Scales, Glass Shelves, Office Furniture, Safes and Typewriters.

B. NORMAN & SON

Will Sell by Auction at their Sale Rooms as above, **WEDNESDAY NEXT, MAY 10, at One O'clock.**

View Day prior. Catalogues on application.

Telephone: NAT. 6463.

PARTNERSHIPS.

LONDON, N.W. Suburb, £500; Limited Company in formation has immediate vacancy half-share M.P.S. and Managing Director; good lease, site; industry and sobriety essential; open to fullest investigation on both sides; fullest particulars first letter. 402/30, Office of this Paper.

A YOUNG Continental Chemist wishes for connection with English manufacturing Chemist with a view to placing new preparations, &c.; some samples available in England. 420/21, Office of this Paper.

CHEMIST'S Widow with £500 desires meet Qualified Chemist with £400 to £500, view purchase good business or start new concern in growing neighbourhood, London. P.C.B. 74/13, Office of this Paper.

APPRENTICES.

VACANCY occurs for Apprentice in High-class Pharmacy, London, N.W.4; applicants must have passed Preliminary examination. Please write in first instance to L. B., 31 Winchester Avenue, N.W.6.

YOUTH (18), matriculated, requires Apprenticeship in South London view qualification. Allnutt, 15 Rodney Road, New Malden, Surrey.

SITUATIONS OPEN.

RETAIL (HOME).

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

LEICESTER.—Qualified Junior Assistant for Light Retail Dispensing Business; with Photography; state age, salary required and experience. Hearnshaw, 40 West Street, Leicester.

LONDON, S.W.15.—Wanted, immediately, a Qualified Assistant, either sex; moderate salary; small shop, working-class district. Apply by letter, with full particulars and salary required, 421/29, Office of this Paper.

LONDON, S.E.—Qualified Assistant (26-36; male); must be a quick and accurate Dispenser; permanency. Apply P.C.B. 74/29, Office of this Paper.

LONDON, W.—Young Lady, Qualified, required for good-class Dispensing Business; permanency. Please state age, experience and salary required (moderate to commence), 220/874, Office of this Paper.

MANCHESTER.—Elderly Qualified, to act as Superintendent; capable of some N.H.I. and Dispensing if necessary. Give usual particulars and state lowest salary required to 419/35, Office of this Paper.

MANCHESTER.—Qualified Manager, either sex, in about 3 weeks for small recently-opened good-class branch; single-handed; commission on increase; free house, &c.; interview; fullest particulars, stating salary (moderate); no enclosures; no answers 10 days declined with thanks. 421/8, Office of this Paper.

SURREY.—Unqualified Assistant required, good Salesman, neat Dispenser, knowledge of Photography and Window-dressing; age 25 to 40; single preferred. 420/3, Office of this Paper.

ASSISTANT, male, unqualified, as Junior; Dispensing, Window and Counter; to live in; please state experience and salary required. A. Wood, 116 High Street, Brentford.

ASSISTANT Wanted, Unqualified, May 29; accurate Dispenser, good Window-dresser, Counterman; tactful and courteous; age 20 to 30, unmarried. Particulars, salary, references, height, &c., to Secretary, Weymouth and District Co-operative Society, Weymouth.

ASSISTANT, with N.H.I. Dispensing and Window-dressing experience; Unqualified, but with Optical qualification and experience; must have pleasing manner and personality with customers; for London, S.E. Apply, stating experience and references, salary, to R. Barron, 77 High Street, Croydon.

BRANCH Manager for season; Qualified, male or female. Apply by letter to S. C. Coope, 201 Waterloo Road, Blackpool.

CAPABLE Unqualified Junior Assistant, either sex, with Photo experience, required for season, June 1 to September; full particulars experience, salary required; applications not replied to within 5 days declined with thanks. Holden, 83 High Street, Walton-on-Naze.

JUNIOR, good Window-dresser; send full particulars, photograph, references, state age and salary required. Bathes, Ltd., Chemist, 24 Fleet Street, Torquay.

LOCUM, Qualified, for business in North Yorkshire; must be reliable and energetic; required May 8 to June 24, inclusive; please state terms and full particulars. 419/21, Office of this Paper.

PARKES CHEMISTS LTD. have Vacancy for Unqualified Assistant in the London area. Applicants should give particulars, by letter only, regarding age, experience, height and wages expected, to 55 Pall Mall, S.W.1.

PARKES CHEMISTS LTD. have Vacancy for Qualified Manager in the London area. Applicants should give particulars, by letter only, regarding age, experience, height, and wages expected, to 55 Pall Mall, S.W.1.

PART-TIME male Assistant for evening work, North London; must be a quick and accurate Dispenser; some full-time work in the summer could be arranged. 422/4, Office of this Paper.

QUALIFIED Assistant wanted, must be accurate and experienced Dispenser; apply stating age, experience and salary required, and give references; letters unanswered in seven days regretfully declined; no stamped envelopes. 417/3, Office of this Paper.

QUALIFIED; for new branch in industrial town; please state age, experience, references and salary required; applications not answered within seven days respectfully declined. 418/29, Office of this Paper.

QUALIFIED Lady required for branch business shortly; also Lady Assistant (chiefly for Dispensing and Bookkeeping) required end of next month. Apply, giving age, experience, salary required, and enclose snap if possible, Reddall, Chemist, Lee-on-the-Solent.

QUALIFIED Lady required; comfortable position, moderate salary. Jacques (Chemists), Ltd., 750 Sidcup Road, New Eltham, S.E.9.

QUALIFIED Locum required, Surrey, from June 11, for 3 weeks; particulars, age, experience and salary required. Apply 21/2, Office of this Paper.

QUALIFIED Locum wanted as Superintendent for Drug Department of Departmental Stores from June 10 to 16 inclusive. Apply, full particulars, T. W. O'Connor, M.P.S. Buyer, Jarrolds, London Street, Norwich.

QUALIFIED Man required to take charge of branch in E.C. district; moderate salary, increasing by commission as business is worked up; accustomed to N.H.I. Dispensing; please state age, commencing salary required; letters unanswered within 7 days declined with thanks. 420/4, Office of this Paper.

REQUIRED for West End establishment, an Assistant, male (about 22) with Retail experience; knowledge of Surgical instruments and experience in fitting Trusses, Belts, &c., necessary; hours of work 8.45 to 6 p.m.; Saturdays till 1 p.m. Write, giving full particulars, experience and salary required, to Box 423, sells Advertising Offices, Fleet Street, E.C.4.

TEMPORARY Qualified Assistant required for working-class district, with possibility of permanency. Full particulars, with photo if possible, to Bagshaws, Chemists, Newton Heath, Manchester.

UNQUALIFIED Assistant, male, for Dispensing, Photography, Counter and Stock; please give full particulars and salary asked in first letter; applications not answered within 4 days respectfully declined. Terrington, 23 High Street, Herne Bay, Kent.

WANTED, Assistant, or Capable Junior, tall, smart, energetic Salesman; state height, age, salary, reference; Photographic knowledge essential. Frank Purcell, Kodak Chemist, Strand Street, Douglas, I.O.M.

WANTED, at once, Qualified Chemist and Optician, F.S.M.C. or F.B.O.A., as First Assistant, progressing to Branch Manager; superannuation scheme. Reply by letter in first instance, giving full particulars as to age and experience, &c., to Pharmacy Managers, London Co-operative Society, Ltd., 24 Martin Street, Stratford, E.15.

WANTED immediately Unqualified Assistant for Mixed Retail; thorough experience in all branches and not under 30 years of age. Apply, with photographs, Wands, Ltd., 12 Haymarket, Leicester.

WANTED, in a good cash middle- and working-class district, near to Chester, a reliable Assistant (unqualified), age between 27 and 37; must be good at Window and Counter, also quick and accurate Dispenser; applicants not answered in seven days are unsuccessful. Apply 418/18, Office of this Paper.

WANTED, London, N., from June 6, Young Man as Qualified Dispenser for one month or longer; salary required, full particulars, 421/33, Office of this Paper.

WANTED, the services of a competent and experienced Assistant as Manager of a D. & P. works (amateur); must be thoroughly conversant with all the usual routine of such work, both practically and theoretically; capable of controlling staff, of sober habits, and well recommended; July to September. State age, height, salary required, full details of your former experience, and enclose photo (returnable) to "Ozone," 419/10, Office of this Paper.

WHOLESALE.

AN interesting line for Traveller with good connection with Chemists and Hairdressers in coastal holiday resorts; liberal commission. 220/872, Office of this Paper.

BRITISH Rubber Goods Manufacturers require the services of an experienced Assistant to organise and develop home and export trade, but the latter is of the first importance. The articles to be sold are superior to anything at present on the market, and are required by practically every Pharmaceutical Chemist. Applications are invited only from those having the necessary experience and qualifications. The salary to start with would not be high, but would be adjusted from time to time in accordance with the degree of success achieved. Write, with full particulars of past experience, references, and minimum salary acceptable, to F.C.B. 73/19, Office of this Paper.

COUNTER Hand required, accustomed to Wet and Dry Room work, for Manufacturing Chemists in Manchester districts; applicants must state particulars of previous experience, age and wages required. 220/871, Office of this Paper.

FIRST-CLASS Representative for Wholesale and Hospitals (surgical goods), Northern England, Scotland and Ireland; give full details, salary, &c. (salary and commission basis), to 418/23, Office of this Paper.

MEDICAL Representation.—A vacancy occurs on the staff of a leading firm for a young Pharmacist to call upon Doctors in the Home Counties to introduce biological and medical specialities; applicants need to have had experience in high-class Pharmacy. 220/868, Office of this Paper.

REPRESENTATIVE for Telota Hair Crème and other Products required for Lancashire Chemists; preferably as a side line; liberal commission; excellent prospects as trade develops; commission from all orders in area allotted. 416/40, Office of this Paper.

REPRESENTATIVE to Doctors, Veterinary Surgeons, Hospitals, &c., for complete range of Medical and Surgical Supplies; preferably with some connection to reinforce ours; work from Norwich, Peterborough, Nottingham or Sheffield, as convenient, for covering 60 miles radius; progressive post for good worker. 418/35, Office of this Paper.

REPRESENTATIVES already calling upon Chemists and having their own car, to handle several well-known and quick-selling lines on a commission basis; write in confidence, giving details of territory now covered, experience and products handled; this is a good opportunity for first-grade men. Salesmen, 420/12, Office of this Paper.

REQUIRED, Men with high-class connections, to sell Medicated Confections among Chemists in the Home Counties, Eastern Counties, Midlands, Lancashire and Yorkshire; Qualified preferred, but not essential; car an advantage; men with non-clasbing lines apply with full particulars. Convey Confections, Ltd., Newport, Mon.

SALESMAN Required to introduce Speciality (Medical), must have connection amongst Retail Chemists; commission basis, salary and commission later to suitable man; state ground covered; replies to Pharmacist, "High Lawn," Darwen, Lancs.

SALESMEN wanted who are already calling on Chemists and/or Hairdressers and able to sell another line, to handle ALLUHR products. ALLUHR is extensively advertised, and a demand already exists, in the National Press. Remuneration is on a very high commission basis for short trial period, afterwards commission and expenses on mutual agreement. Territories now vacant: Lancashire, Yorkshire, Northumberland, Durham, Lincolnshire and Home Counties. Write S. M., Britannia Laboratories, 13 Little Titchfield Street, W.1.

SHORTHAND Typist, efficient, quick and reliable, previous experience with Drug or Surgical House essential, required by large West End firm. Write, age, salary, &c., to 220/873, Office of this Paper.

TABLETS AND PILLS.—Experienced Junior wanted for London; must have sound basic knowledge of all Making and Coating processes on modern lines, and be capable of manipulating modern plant; full particulars in first letter. 220/864, Office of this Paper.

TOILET PREPARATIONS AND PERFUMERY.—Gentleman or Lady, with thorough laboratory experience, knowledge of office routine and capable to take over full management occasionally, is required by smaller factory doing a good-class trade; progressive position. Please address full particulars and salary required to P. L., P.C.B. 74/7, Office of this Paper.

WANTED, an Improver in the Tablet Department of well-known Northern Wholesale House; all-round experience essential. Full particulars in first letter to 220/870, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN.

CHEMIST, qualified; capable of Dispensing Prescriptions and Sale of Patent Medicines for pharmacy in Uganda; 3 years' agreement; state qualifications and salary required and when free; must be willing to comply with agreement if accepted. Parker, Winder & Achurch, Ltd., Advertising Department, 34 Berkley Street, Birmingham, 1.

HOWSE & McGEORGE, LTD., Nairobi, require a Qualified male Assistant, tall, single, under 30; good experience and address essential; salary £300 per annum; agreement three years after completion of 12 months' probation; second-class passage paid out and home. Apply, with photo, and full particulars, to Zebra, 84 Fenchurch Street.

SCIENTIFIC Representatives calling on Medical Profession in Egypt, India, South Africa, Australia, New Zealand wanted to introduce well-known Ethical Products on part-time basis. State experience, territory covered, lines handled and remuneration desired. 219/846, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME).

A.A.A.A.A.—**UNQUALIFIED** Assistant (20) requires post for Sundays only, all day if required. Enquire, stating hours, salary, Mr. W. Kuyte, 1A Coborn Street, Bow, E.3.

A.A.—**ASSISTANT** (40), Unqualified, tall; Counter, Dispensing, Photography; permanency preferred; moderate salary; abstainer; disengaged. Alexander, 189 Southampton Street, S.E.5.

A.A.—**ASSISTANT** (21) requires situation, locum or permanency; excellent all-round experience; disengaged. 47 Aldbourne Road, W.12.

A.A.—**LOCUM** or permanency (full or part-time); Dispensing. Counter, Windows, Photography. Harries, 3 Cancell Road, S.W.9.

A **CAPABLE** Assistant (32) desires permanency or season's engagement; first-class experience Dispensing, Photo, Counter, &c.; first-class references. J. Moss, Scotia, 6 Blenheim Gardens, Southampton.

A CAPABLE Dispenser-Bookkeeper-Nurse, combined or separate duties; moderate salary. K. W., 3 Sebert Road, Forest Gate, Essex.

A CAPABLE Lady, Unqualified; 12 years' all-round experience, desires post, excellent references; free now. 46 Deodar Road, Putney, S.W.15.

A QUALIFIED Chemist (27) seeks situation, London or seaside; 7 years' good all-round and Photographic experience. 421/24, Office of this Paper.

A QUALIFIED Experienced Manager, disengaged, permanency or locum, London or Suburbs, moderate salary. Davies, 109 Alexandra Drive, Surbiton, Surrey.

A SEASON'S engagement required by Qualified Lady (23); tall; all-round experience; excellent references; now free. "Bywell," Queensway, Tynemouth.

A S Locum, Manager and Holiday Assistant; 30 years' good experience Counter, Bookkeeper, Dispensing and Worker. "Prescriber," 130 Scott-Ellis Gardens, N.W.8.

A S Manager, Assistant or Locum; Qualified, well educated, sound, abstainer, long all-round experience, energetic, fluent French; free; London or Provinces; excellent references. "Pendower," Breage, Helston, Cornwall.

A S Manager or Assistant; Qualified (35); keen, tactful worker; good education and address; used to good-class business. "R.," 6 Elmers End Road, S.E.20.

A SSISTANT, competent, tall, abstainer; whole or part time; good London experience. Sinclair, 97 York Street, Marylebone, London, W.1.

A SSISTANT, Unqualified, free; 15 years' experience Counter Dispensing and Window-dressing; capable and willing worker; tall, trustworthy. Tuck, Ridley House, Victoria Crescent, Royston, Herts.

A SSISTANT (20), Part I; 4 years South Coast; excellent all-round experience; disengaged; temporary or permanent. Halstead, Sandgate, Folkestone.

A SSISTANT (42), Unqualified, permanency or locum, manage; all-round London experience. K., 16 Westwood Avenue, S. Harrow, Middlesex.

A SSISTANT (21), Part I; Window-dresser, Counter, Dispensing; requires position till end September. Ellis, 24 Oxford Street, Bridlington.

A SSISTANT (25), Unqualified; good Dispenser, Counterman, &c.; requires locum or part-time. Wingfield, 9 Ilderton Road, S.E.16.

A SSISTANT (21), Part I, 5 ft. 10 ins.; experienced Counter, Dispensing; requires part-time post; London, S.W. preferred. Marshall Peering, Kelvedon, Essex.

A SSISTANT (21), experienced all branches; good Dispenser and Window-dresser; West End experience. P. S., 60 Pennard Road, W.12.

A SSISTANT (38), Unqualified, over 14 years' West End experience, requires position. T. Wellspring, 18 Woodchurch Road, N.W.6.

A SSISTANT (26), Unqualified; 11 years' experience Provinces and London; Dispensing, Counter, fair Window-dresser; permanency; free one month or later. 419/38, Office of this Paper.

B RANCH Manager, Qualified; Provincial/London experience; successful and thoroughly recommended record; 3 years present, London area; disposal necessitating change. "Velox," 420/31, Office of this Paper.

C APABLE Unqualified Assistant (30) requires permanency; adaptable, reliable, thorough all-round experience. Hunt, 191 Thornton Road, Thornton Heath.

C HEMIST, Young, Unqualified; smart Window-dresser, N.H.I. Dispenser, Counter, &c., disengaged desires permanency or holiday relief; wholesale or retail; good references. 419/22, Office of this Paper.

D ISPENSER-OPTICIAN, Qualified, middle-aged, active; good Prescriber; locum or permanent; moderate salary. Powell, 88 Vauxhall Bridge Road, S.W.1.

E AST ANGLIA.—Young Lady, Hall Certificate; 2 years' experience; desires position with Chemist or Doctor. 419/8, Office of this Paper.

E LDERLY Qualified Chemist as Superintendent; help with work; honest, steady; moderate remuneration. "Chemist," Anglesea, Cromer Road, Sheringham, Norfolk.

F IRST-CLASS Counter, Photography and Hospital experience; late Mornay's, Regent Street; middle age, abstainer; present berth 5 years. MacLellan, Wotton-under-Edge.

I F you want sound, reliable Locum (45), Qualified, London and Provincial experience, booking summer months, disengaged, first call, railway fare not included, wire/write Howell, Chemist, Manorbier, Pembrokeshire.

J.C.Q.O. F.S.M.C. (25); expert Refractionist; sound technical knowledge; 4 years' experience Pharmacy, Dispensing; Public School education; disengaged. 421/38, Office of this Paper.

J UNIOR (20), tall, apprenticed good-class Dispensing business, good appearance and address, good references. 62 Richmond Wood Road, Bournemouth.

L ADY Assistant-Dispenser desires post (Hall), whole or part time; excellent references; in or near Brighton. 8 Prestonville Road, Brighton.

L ADY Assistant (28), single, tall, desires change from present post; London or near preferred; excellent Saleswoman; unquestionable reference; good appearance; reliable services given. 418/26, Office of this Paper.

L ADY, Qualified, free from May 22 to June 17 (inc.), June 26 onwards, booking locums, &c.; excellent references and experience Retail and Hospital; Manchester area preferred. "M.P.S.," 5 Snowden Road, Eccles, Manchester.

L OCUM, disengaged, thoroughly competent, reliable, experienced worker, highest references, any period or distance. Chemicus, 56 Rudloe Road, Balham, S.W.12.

L OCUM, M.P.S., Dentist, active, reliable, well recommended, middle age; sold own business; moderate; anywhere. H. H., c/o Burchall, Queen Street, Ramsgate.

L OCUM or temporary or Manager with investment, Qualified; long experience. Chemist, 28 Fulham Park Gardens, S.W.6.

L OCUM, Qualified (35); good all-round experience as Manager and Assistant. Chemist, 50 Grove Lane, Camberwell, S.E.5.

L OCUM, Qualified (36), disengaged; long and short periods; salary reasonable. Write Locum, 63, Lonsdale Street, Accrington.

L OCUM (30), Qualified, first two weeks July, anywhere; accustomed to good-class business; excellent Salesman, sound knowledge Photography and Cinematography. B., 31 Winchester Avenue, London, N.W.6.

M.P.S. (30), experienced, well known and recommended, wishes to settle in healthy south country town; capable Manager or first-class right hand man. R. Sage, c/o Chemist, 199 Strand, W.C.2.

M ANAGER Drug Stores or Unqualified Assistant, 20 years' London experience; excellent references. R. Slee, 106 Fifth Avenue, W.10.

M ANAGER or Qualified Locum; live Salesman, reliable Dispenser; West End; general London experience; moderate salary. "Competent," 32 Myddleton Square, E.C.1.

M EDICAL Student (formerly Pharmacist's Assistant) seeks part-time employment; free every evening from 5.30 p.m. and all day Saturday or Sunday. Mr. Kaye, 166 Mile End Road, Stepney, E.1.

M EDICAL Student, M.P.S. in view, requires small position; higher school certificate, Inter, Science and 2nd M.B. (organic). S. Lester, 94 Brick Lane, Spitalfields, E.1.

N URSE Dispenser, Bookkeeper; go anywhere; Doctor or Chemist; disengaged. Irwin, 9 Chambercombe Road, Ilfracombe, Devon.

P ART-TIME Assistant, Unqualified (30), tall, good address, seeks post, evenings and Saturdays, London, W. or N.W. 412/22, Office of this Paper.

P.H.C. STUDENT requires employment anywhere during vacation; free approximately July-August; first-class experience all branches. 418/27, Office of this Paper.

P HARMACIST, tall, disengaged; (25, male); Photography, Dispensing, Counter experience; West End; good references. Rooke, 104 Clapham Road, S.W.9.

Q UALIFIED Chemist and Optician (26), as Manager or Assistant; 10 years' all-round experience; first-class references; disengaged May 8. Boulton, 156 Edward Road, West Bridgford, Notts.

Q UALIFIED Chiropodist and "Hall" Dispenser (Lady) desires combined post; thoroughly experienced. Phone 2311. 133A Brigstock Road, Thornton Heath.

Q UALIFIED, experienced Manager, requires permanency or locum, London or suburbs; experienced all branches; disengaged (married). 420/27, Office of this Paper.

Q UALIFIED, young, disengaged; season or permanency; 5½ years' excellent and varied experience. M.P.S., Medical Hall, Holyhead.

Q UALIFIED (28), tall, energetic, North Countryman; 12 years' experience all branches as Senior; provinces preferred; moderate commencing salary; free one week. "W.," 65 Kensington Gardens Square, W.2.

Q UALIFIED (50), locum, temporary or otherwise, all-round experience, West End Dispensing, salary low, excellent references, disengaged. "Sussex," 421/19, Office of this Paper.

Q UALIFIED (31), married, seeks post as Manager or Senior Assistant; London and provincial experience; accustomed to buying and control; seven years present position. 418/32, Office of this Paper.

R EQUIRED, post in London or Suburbs, Lady (32), Unqualified; experienced Dispensing, Counter, Photography, Book-keeping; energetic, capable, accustomed management. 421/17, Office of this Paper.

S MART Salesman (25), neat and accurate Dispenser, prize Window-dresser, expert Photographer; free May 12. Taylor, 49 Merrow Street, S.E.17.

U NQUALIFIED Assistant (23) seeks situation; 9 years' thorough experience high-class Dispensing, Counter and Photography; Optical student. Cooper, 68 Ashley Road, N.19.

U NQUALIFIED (22); 7 years' experience provinces and London; capable and practical all-round worker, conscientious and willing; seeks London post. Rowell, 12 Kingdon Road, West Hampstead, N.W.6.

UNQUALIFIED (24), male, referred Physics; thoroughly experienced all branches; excellent references; disengaged. Astou, Mycroft, Bath Parade, Cheltenham.

UNQUALIFIED (23), Locum or part-time; excellent references; Dispensing and Counter. Spence, 18 Longley Road, Tooting. Phone Streatham 5760.

UNQUALIFIED Assistant (38), disengaged; good appearance and address; 20 years' all-round experience; excellent references. 419/18, Office of this Paper.

UNQUALIFIED (27), tall, seeks locum three months; good Dispenser; any part London. Young, 3 Northfield Road, N.16.

WEST END Firm can highly recommend an Unqualified Assistant; good Salesman; first-class Dispenser; striking Window-dresser. "Honest," 419/37, Office of this Paper.

YOUNG Lady, Unqualified, 3 years' experience Dispensing and Counter; Doctor or Chemist. Read, 40 Norman Road, Newhaven, Sussex.

4 A WEEK as Manager or Senior; Unqualified (28); tall; married; 10 years' excellent all-round experience in good-class provincial businesses; first-class references; disengaged now. Watson, Milestones, Chilworth, Guildford.

WHOLESALE.

REPRESENTATIVE of highest repute and excellent records, with 10 years' sound connection among London Chemists, e., handling proprietaries &c., desires similar position with good house; definite proof selling ability; undeniable credentials; own car. 420/14, Office of this Paper.

ADVERTISER, male (18), 2½ years' experience Packing, Sundries, Proprietary, desires position in Wholesale firm. C. P. Hubbard, 5 Palace Road, N.8.

ADVERTISER, many years' experience Export and Home Packed Goods; knowledge of essential oils, compounding of essences, oral attar perfumes, toilets; good references. S., 269 Sherrard Road, Manor Park.

CLERK (20) keen, smart appearance; 5 years' experience in large wholesale house; knowledge of shipping, &c. F. Sclater, 55 Harringay Road, N.15.

GENTLEMAN (28) desires position as Representative; 10 years' experience Retail Pharmacy; keen Salesman; disengaged. Reeves, 50 Alexandra Road, Lowestoft.

M.P.S. (27), representing first-class proprietary house in North, detailing trade and professions, desires engagement; excellent credentials. 420/15, Office of this Paper.

R. C. FIELD (late West of England Representative) would like to represent a good house on the same ground (not Drugs). Central Hotel, Plymouth.

REPRESENTATIVE, Energetic; resourceful Salesman (28) (Grammarian, with R.S.A. Salesmanship Certificate); 7 years' connection Perfumery and Toilet Preparations; desirous seeking another position with house of good repute; excellent references. P.C.B. 74/25, Office of this Paper.

REPRESENTATIVE, live Salesman, with personality, desires additional lines; South Coast and Southern Counties; full particulars first letter. 420/36, Office of this Paper.

SALES Manager, extensive experience in Pharmaceutical and allied trades, shortly terminating existing engagement, requires progressive position; accustomed to staff control, intricate statistics and marketing; highest references. 420/23, Office of this Paper.

STOCKTAKER, 15 years' experience with two well-known firms, seeks post as same or Representative; distance no object. 420/877, Office of this Paper.

TABLET Maker and Coater (22); 5 years' experience large firm manufacturing Chemists, desires change; secondary education; excellent references. P.C.B. 74/27, Office of this Paper.

YOUNG, capable and energetic Qualified Chemist, 1 year's experience with well-known house, desires further representation, Medical, Dental and/or Pharmaceutical; first-class references; free shortly. 420/150, Office of this Paper.

YOUNG Lady, having comprehensive knowledge of Perfumery and Toilet Preparations, compositions and manufacture, would be pleased to hear of suitable opening; experience with and recommended by well-known expert. Apply 419/31, Office of this Paper.

YOUNG Man (24), 8 years' office experience of trade, seeks position on road or in office. P.C.B. 74/18, Office of this Paper.

YOUTH (18), with laboratory experience, wants situation as Laboratory Assistant; highest reference from L.C.C. Laboratory. Burstin, 65 Clark Street, Stepney, E.1.

COLONIAL, INDIAN AND FOREIGN

CHEMIST, Qualified, desires situation abroad (36), single; English and Colonial experience; good references; go anywhere. J. Ray, 34 Hanway Street, Oxford Street, W.1.

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I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes), Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.
S. E. HACKETT, 23 July Road, Liverpool

FOR SALE.

FOR SALE, at fraction of their cost, 7 only, German Fibre Travellers' Trunks, with sets of trays, keys, 15s. to 35s. each, according to size. For particulars apply, B., Ltd., 9 Liverpool Terrace, Worthing.

NATIONAL Cash Register, excellent condition; keyboard 1d. to £1; reasonable price. Apply, L. R. King, Ltd., 104 Fountain Road, Hull.

NATIONAL Cash Register for Sale, very slightly used; medium size; bargain. Write R. Woodhouse, 1 Guildford Road, E.17.

MISCELLANEOUS.

A BARGAIN for Beginners or Alterations: Second-hand 10 ft. Wall Case, 8 ft. high, £10; second-hand Silent Salesman, 2 ft. 6 ins. high by 18 ins. square, 70s. Quantities of other bargains. Write, stating requirements, PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, E.C.1.

A COMPLETE Pharmacy, £45: Drug Fixture, fitted with Drawers, Glass Knobs and Labels; Mahogany Wall Case, with Glazed Doors throughout; Mahogany Counter, with Showcase Front; Nest of Drawers, Shelving, Dispensing Screen and Work Bench; Silent Salesman, Glass Showcases, Mirror, Cash Till. Please call or send your requirements to RUDDUCK & CO., 219-227 Old Street, London, E.C.1.

CHEMISTS' FITTINGS, direct from manufacturer; soundly constructed in oak and mahogany; 8 ft. Drug Run, £18; 6 ft. Dispensing Screen, £14; 6 ft. Showcase Fronted Counter, £8 5s.; 6 ft. Wall Case, £11; 6 ft. Glass Counter, £8 15s.; Counter Case, 30 x 24 x 18, £2 5s., &c. Send now for photographs, or call and inspect. MYERS, Complete Chemist Fitters, 134a, Kingsland Road, E.2, near Shoreditch Church. Bishopsgate 2524.

CHEMISTS' FITTINGS, mahogany; Wallcase, 8 ft. long, 2 ditto 4 ft. long, 1 6 ft. long, 8 ft. high; Glass-front Counter, 10 ft. long; 7-ft., 6-ft. and 5-ft. Dispensing Screens; 1 6-ft. Oak Dispensing Screen; 8-ft. Oak Glass-front Counter; low prices. GEORGE COOK, The Working Shopfitter, 27 Macclesfield Street, City Road, E.C.1. Phone: Clerkenwell 5371.

FIRM wanted to supply Diabetic and Health Foods, all Requirements for Health Food Department; prompt cash terms. Details to "Lancashire," 220/869, Office of this Paper.

WE can supply the Raw Material and an easy and simple process for the Manufacture of Saccharine. Write 220/857, Office of this Paper.

£60 for Set of Well-made Second-hand Mahogany Fittings, in good condition, comprising 8 ft. 6 in. Drug Fitting, upper part showcase and shelves, lower part 16 drawers, cupboards and lockers; 7 ft. 3 in. Glass-fronted Counter; 3 ft. 10 in. Mirror-back Wall Case, glass shelves; 6 ft. Dispensing Screen. We hold an immense stock of Second-hand Chemists' Fittings of every description at exceptionally keen prices. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, E.C.1.

£9—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showroom a Complete Chemist Shop with Metal Shop Front, Window Backs, Correct Window Lighting Signs and Modern Interior Fittings. Apply for Lists. D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

EXCHANGE COLUMN

WANTED

AUTOMATIC Collapsible Tube Filling and Closing Machine, new or second-hand; size of tube 4 x 1. 421/9, Office of this Paper.

B.P. CODEX, late edition, price to Davies, Chemist, Nailsworth, Glos.

FINE Reflex and Focal Plane Cameras, ½-plate Sandersons, Unas and Stand Cameras; no roll film cameras or folding plate cameras required; stocks of apparatus considered and good prices offered. Wallace Heaton, 119 New Bond Street, W.1.

OPHTHALMOMETER or Keratometer, electric, also Sutcliffe Astigmatic Chart; particulars to Lord, Chemist, Gorton, Manchester.

TWO or Three Old Pharmacy Jars. Price and particulars to Chemist, 10 Burford Road, Bickley, Kent.

DOZEN Lanolin Hanging Soap; state price. Jackson's, 645 Fulham Road, S.W.6.

PHARMACEUTICAL COUNCIL ELECTION, 1933

At the close of another three years of service we offer ourselves to the Members of the Society for re-election.

There is one outstanding event in pharmaceutical politics to-day—the passage into law of the Government Pharmacy and Poisons Bill. It is now entering upon its most critical stage—consideration in Committee, and it appears certain that it will now become law. We believe in its potentiality for benefiting pharmacy, and we consider that the precautions the Council has already taken will provide safeguards against the inclusion of dangerous amendments. Yet it would be foolish to ignore this possibility. Therefore we urge the pharmaceutical electorate at this most critical juncture to give no opportunity to those opposing the Society to profit from a division in its ranks.

The close liaison which the Council has established with the Government Departments concerned with the Bill will prove of supreme value during the vital negotiations which will follow its passage. Upon these negotiations the well-being of pharmacy for the next generation will depend.

We say with all the emphasis at our command that *the continuation in office of those who have hitherto conducted these negotiations on behalf of Pharmacy is of paramount importance to the welfare of each individual pharmacist.*

(Signed) ALICE FREKE.

WALTER DEACON.

THOMAS GUTHRIE.

THOMAS HARDY.

JAMES JACK.

JOHN KEALL.

ERNEST TOM NEATHERCOAT.

